

**FIG. 1A**

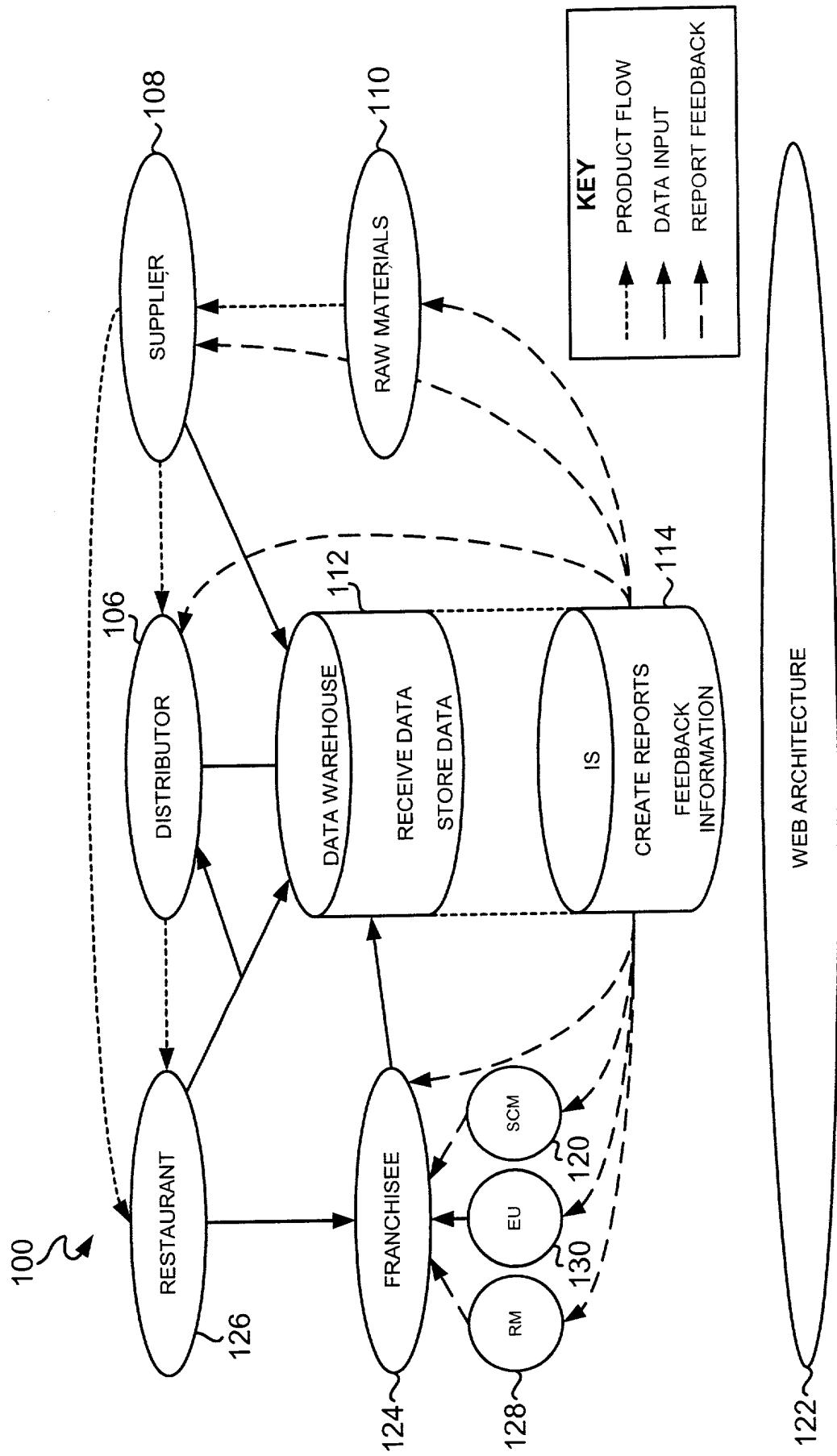
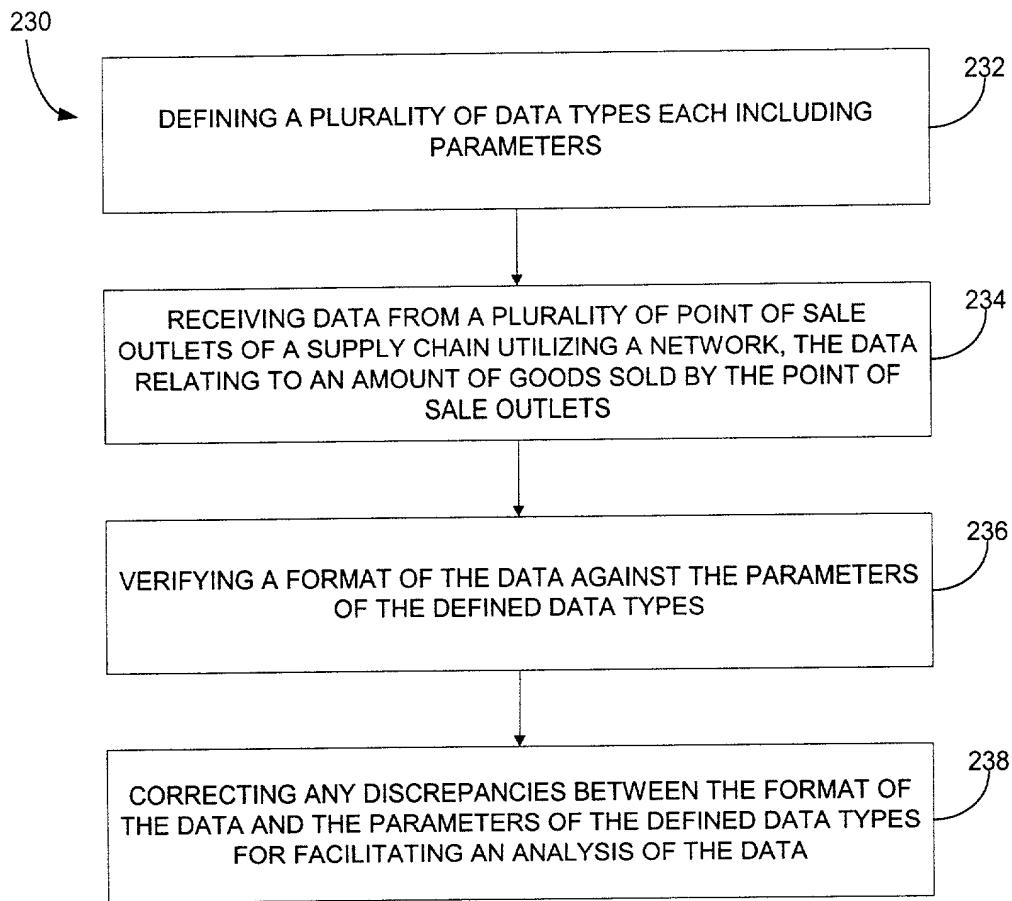
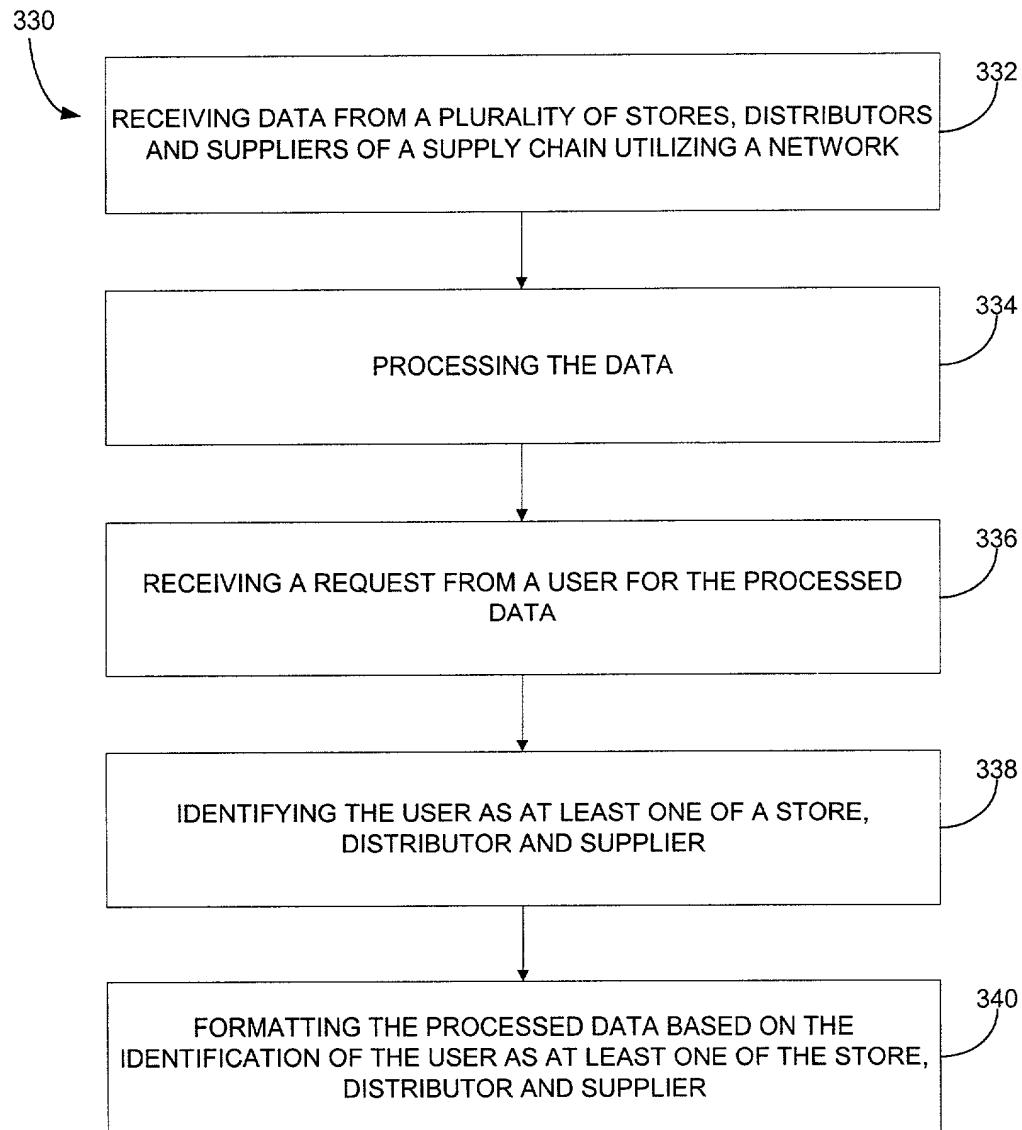


FIG. 1B



**FIG. 2**



**FIG. 3**

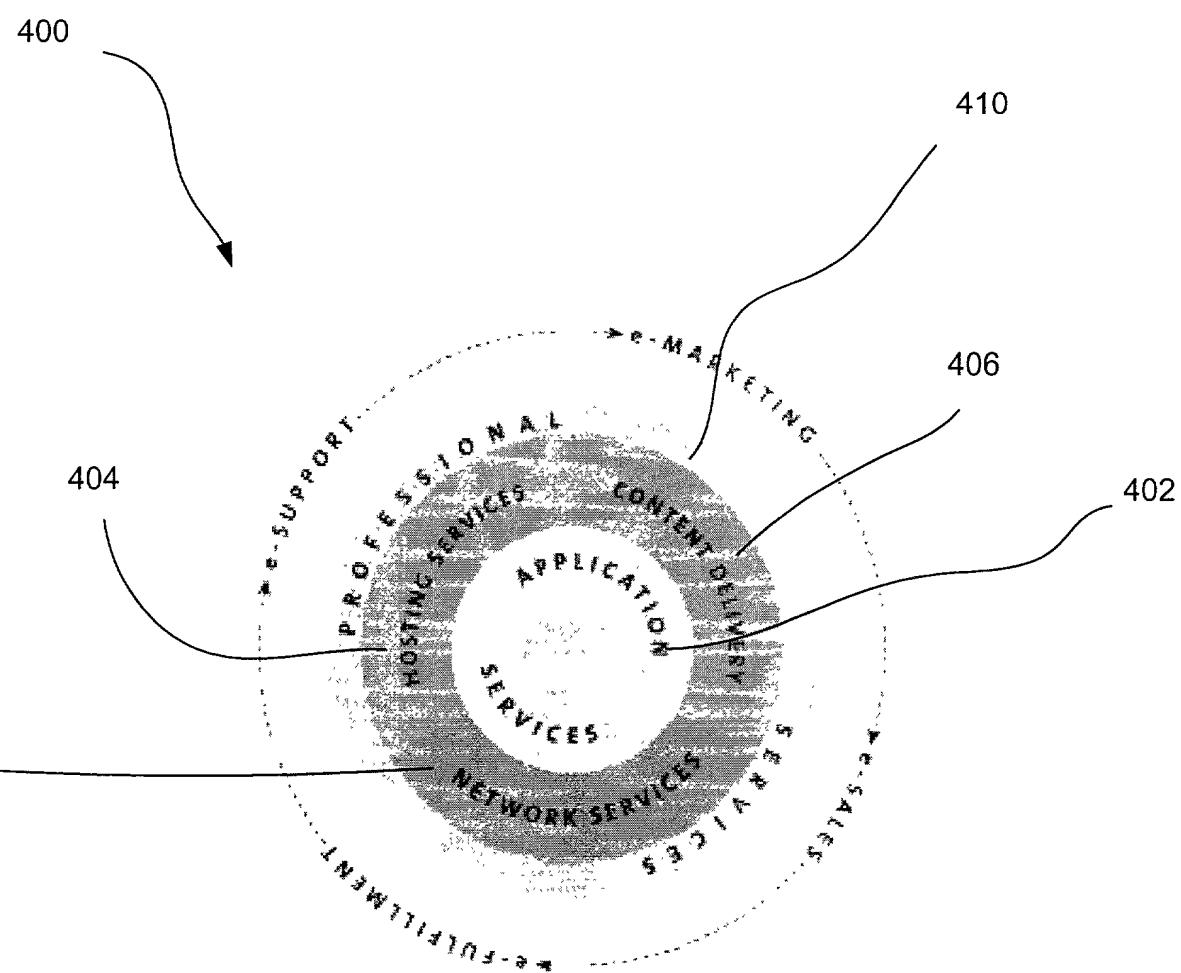
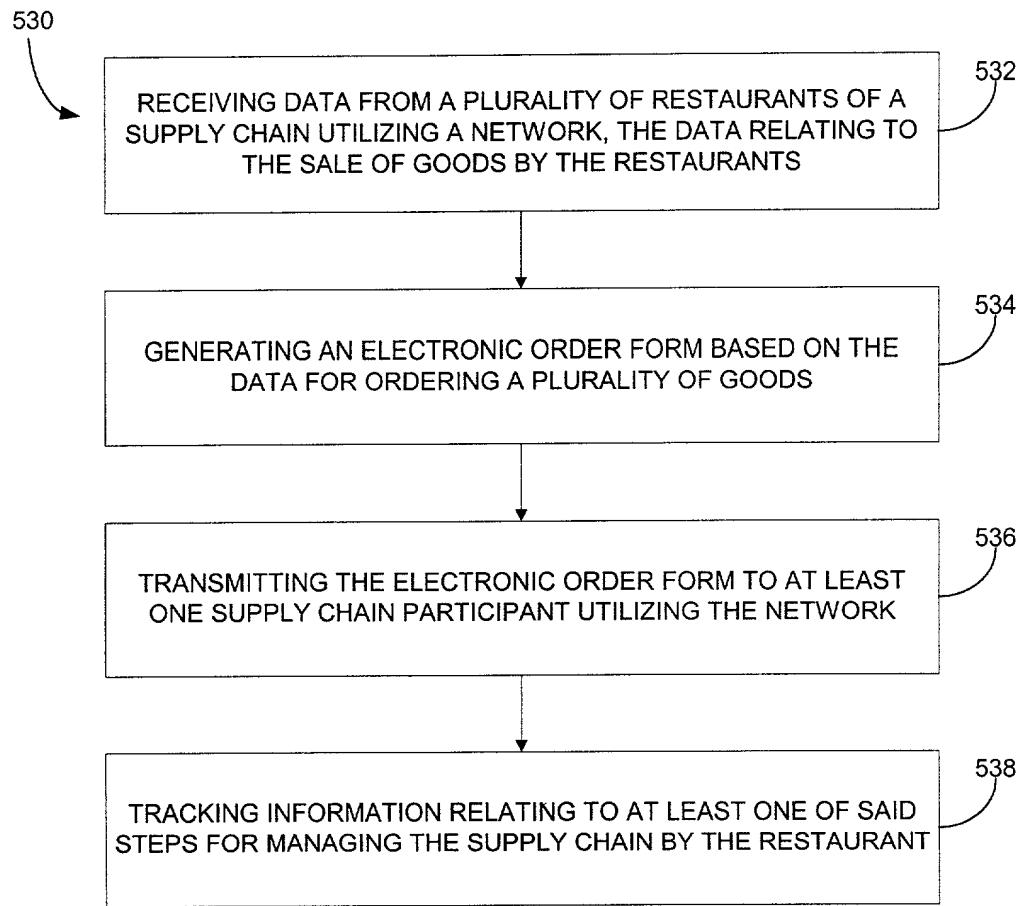
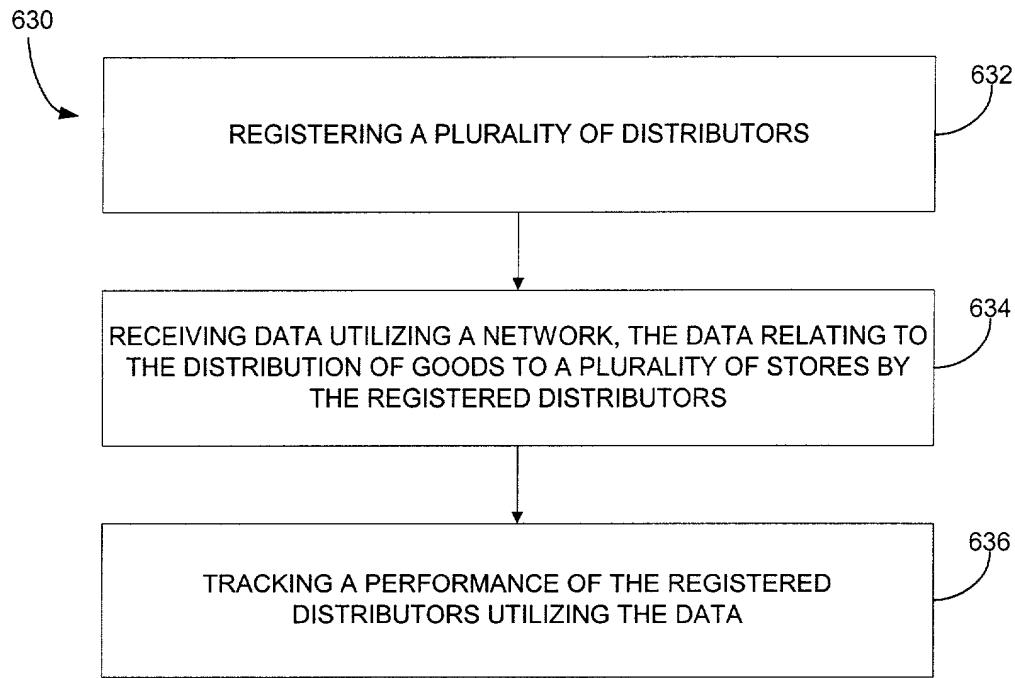


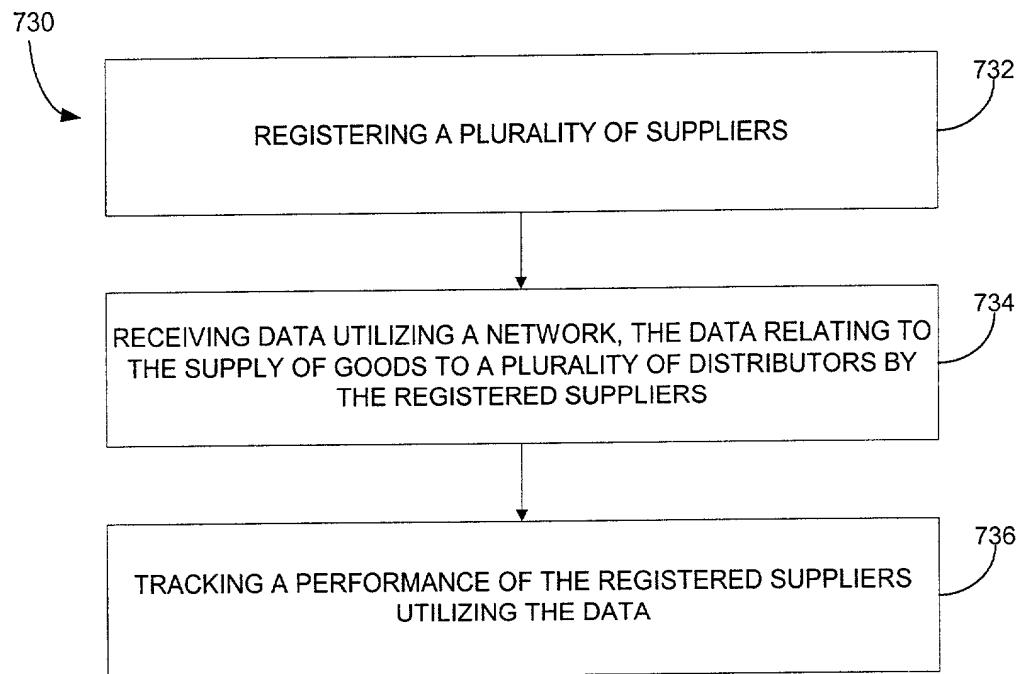
Fig. 4



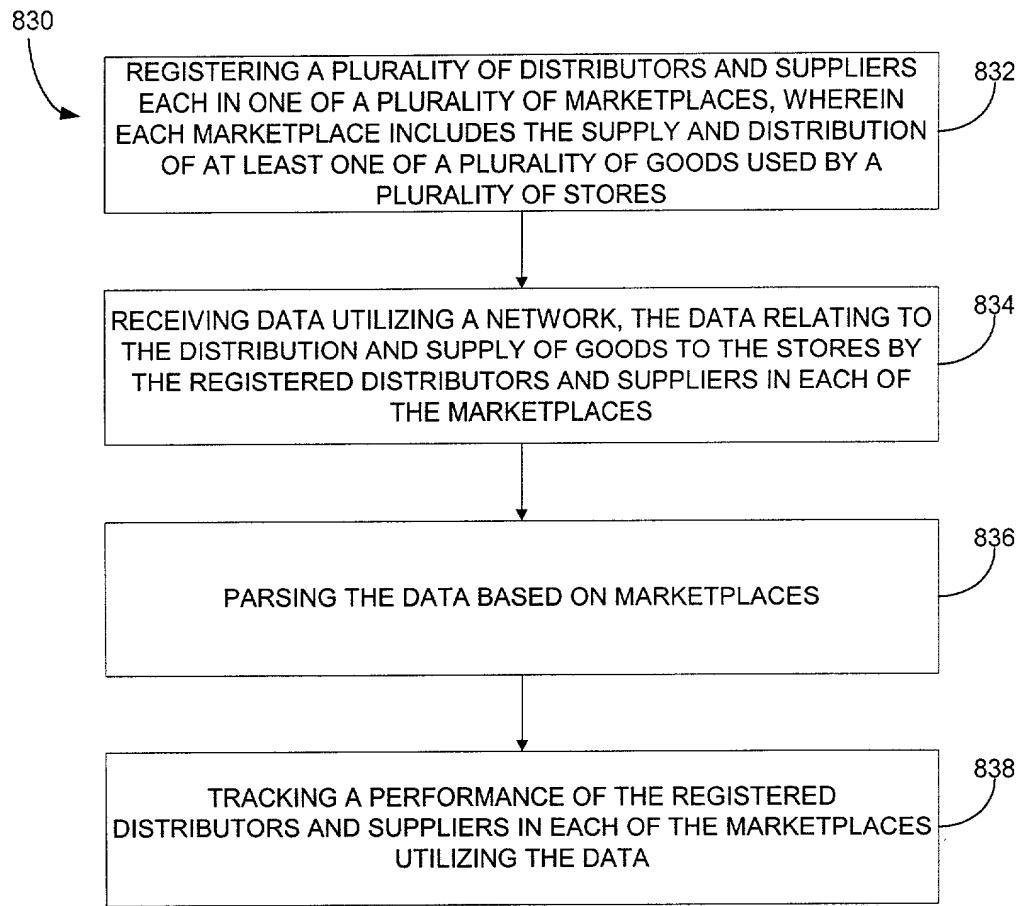
**FIG. 5**



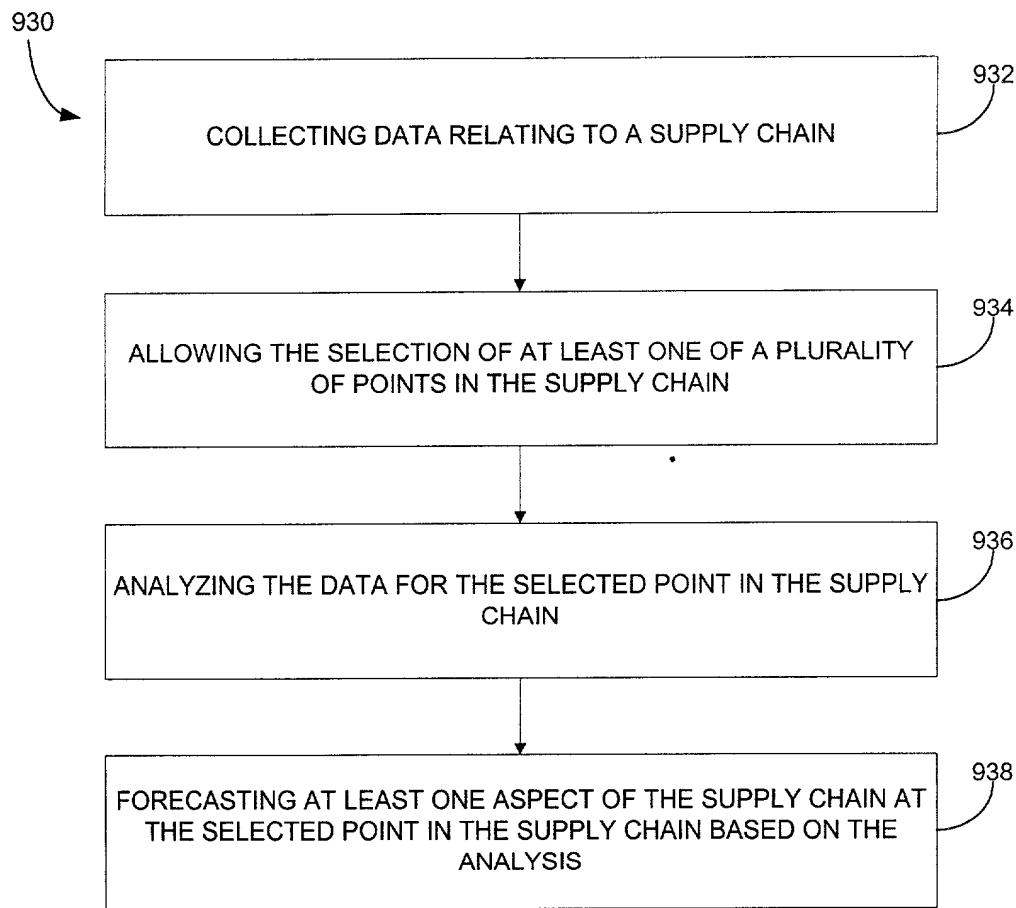
**FIG. 6**



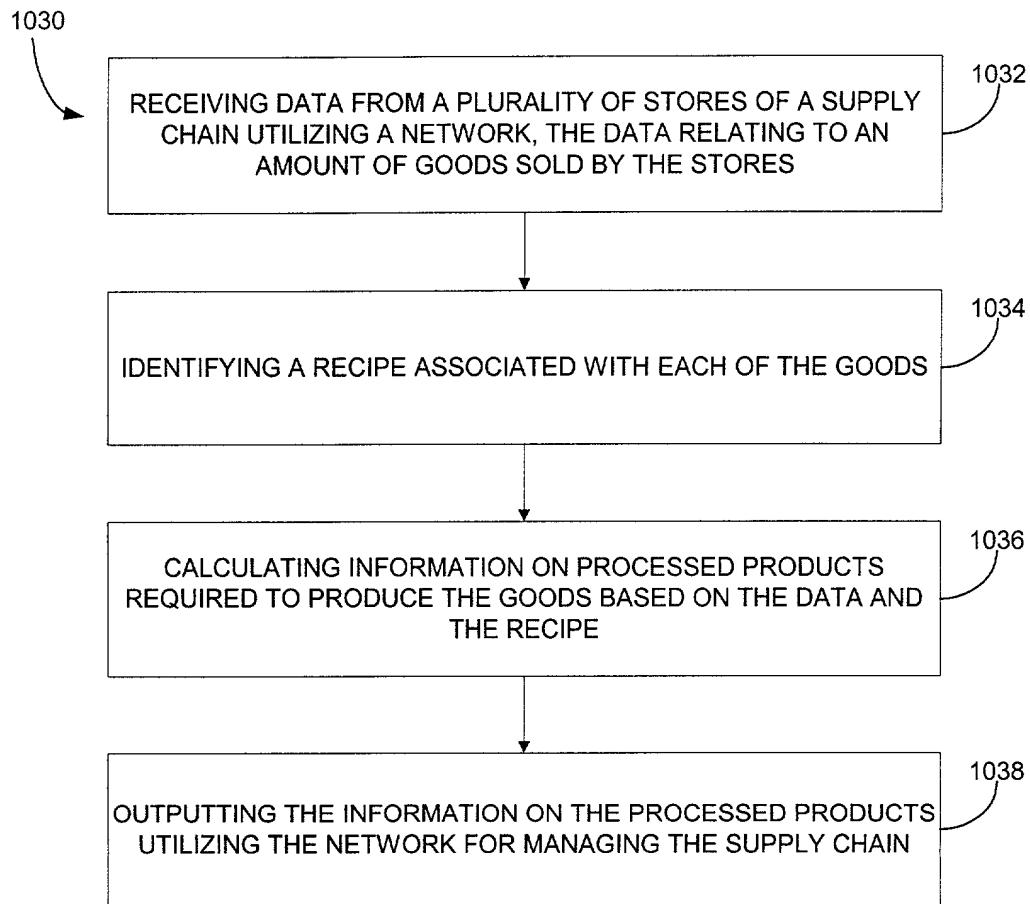
**FIG. 7**



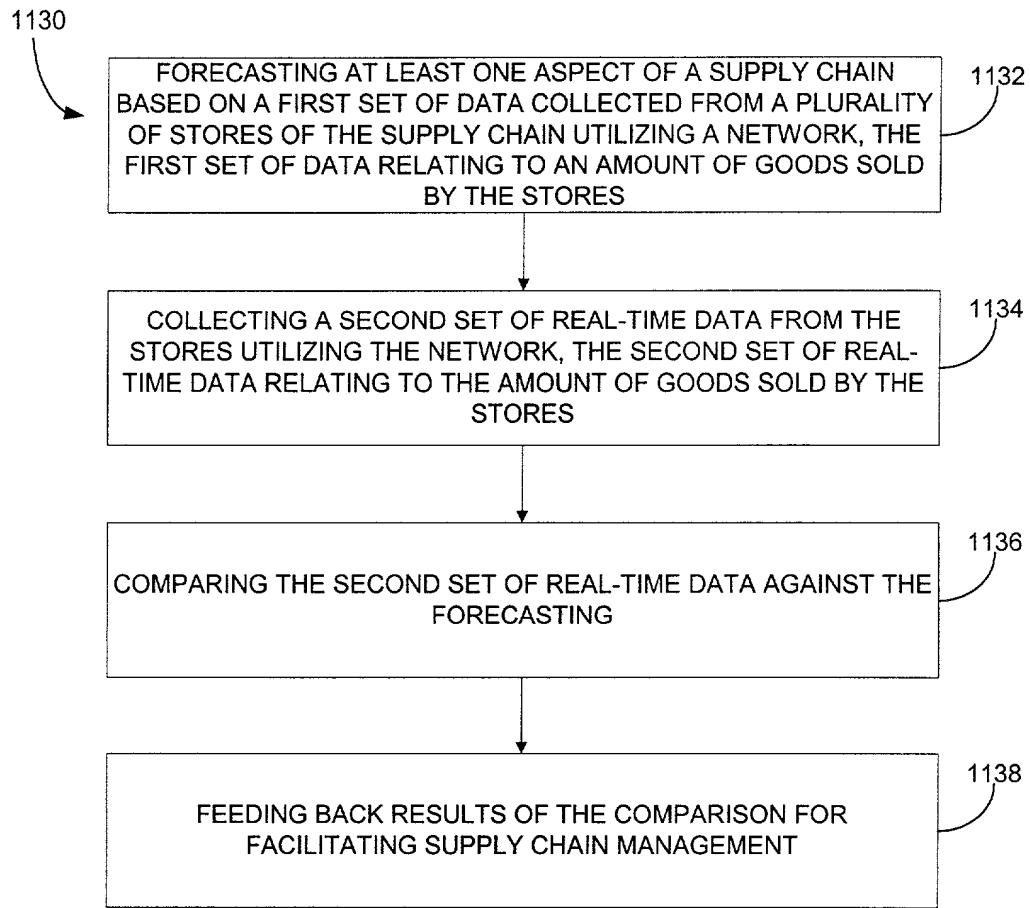
**FIG. 8**



**FIG. 9**



**FIG. 10**



**FIG. 11**

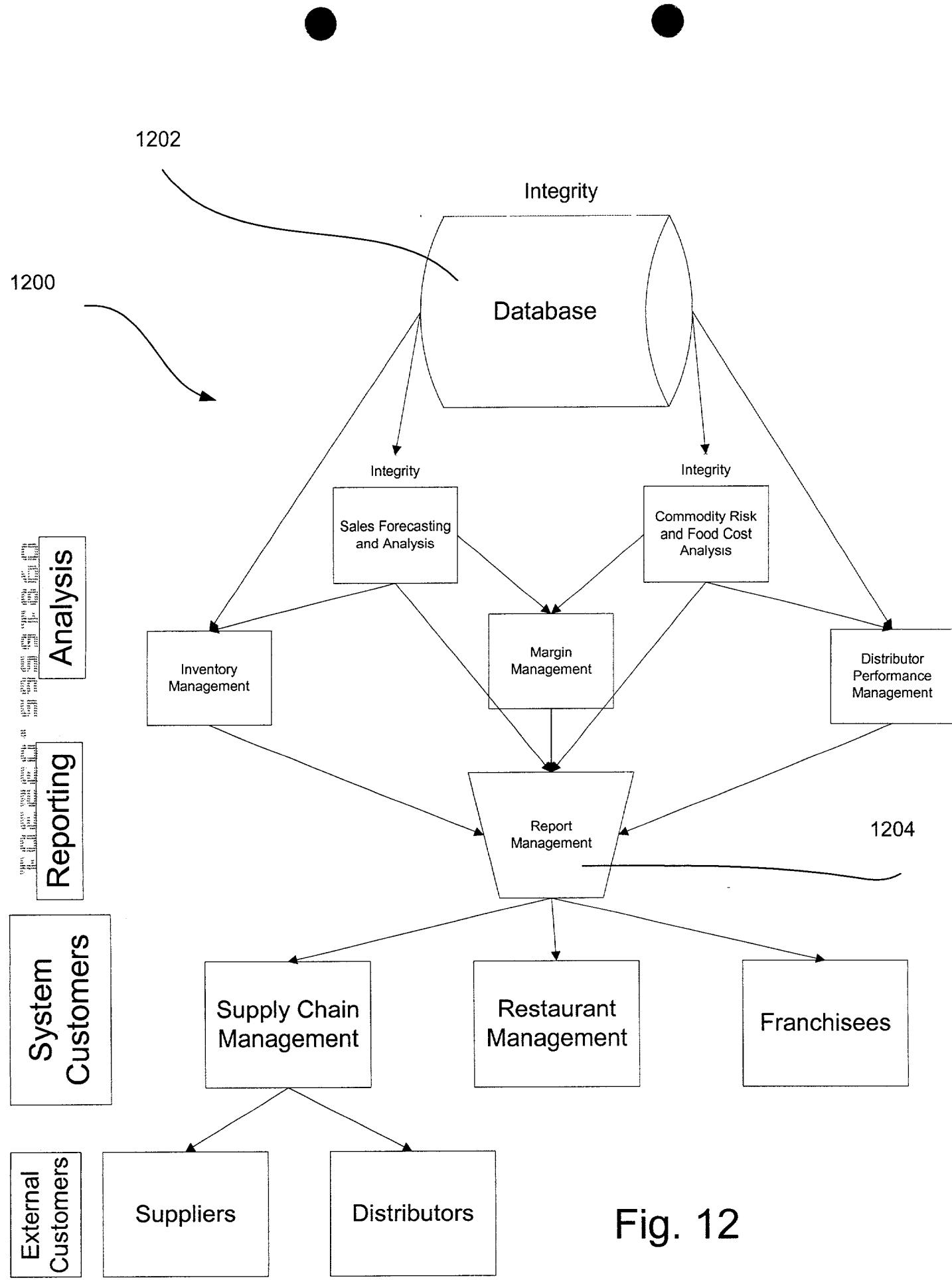
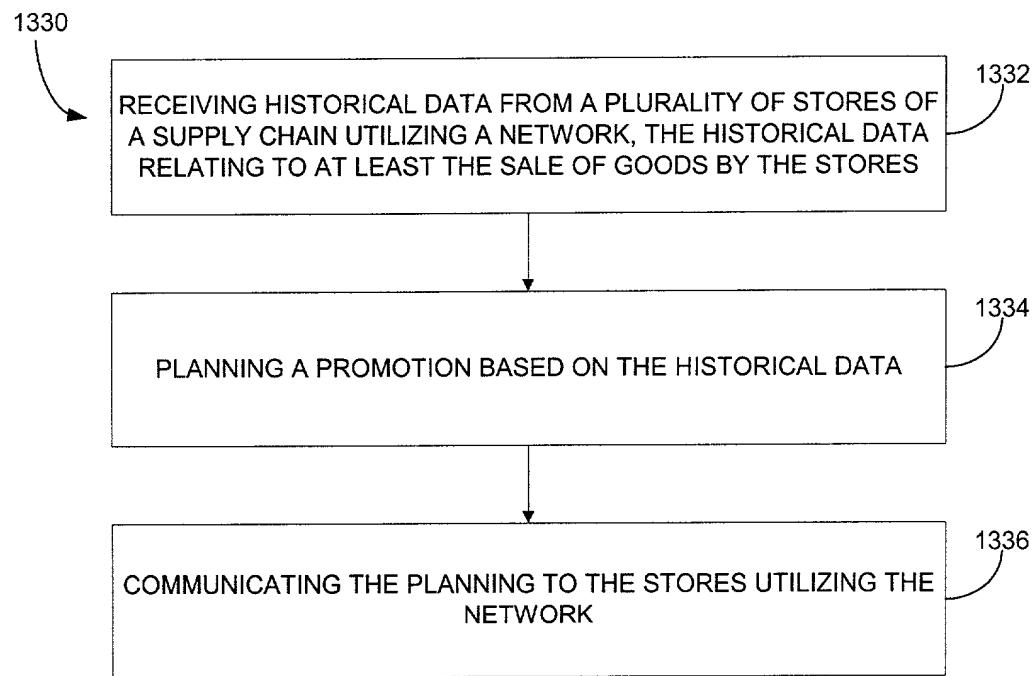
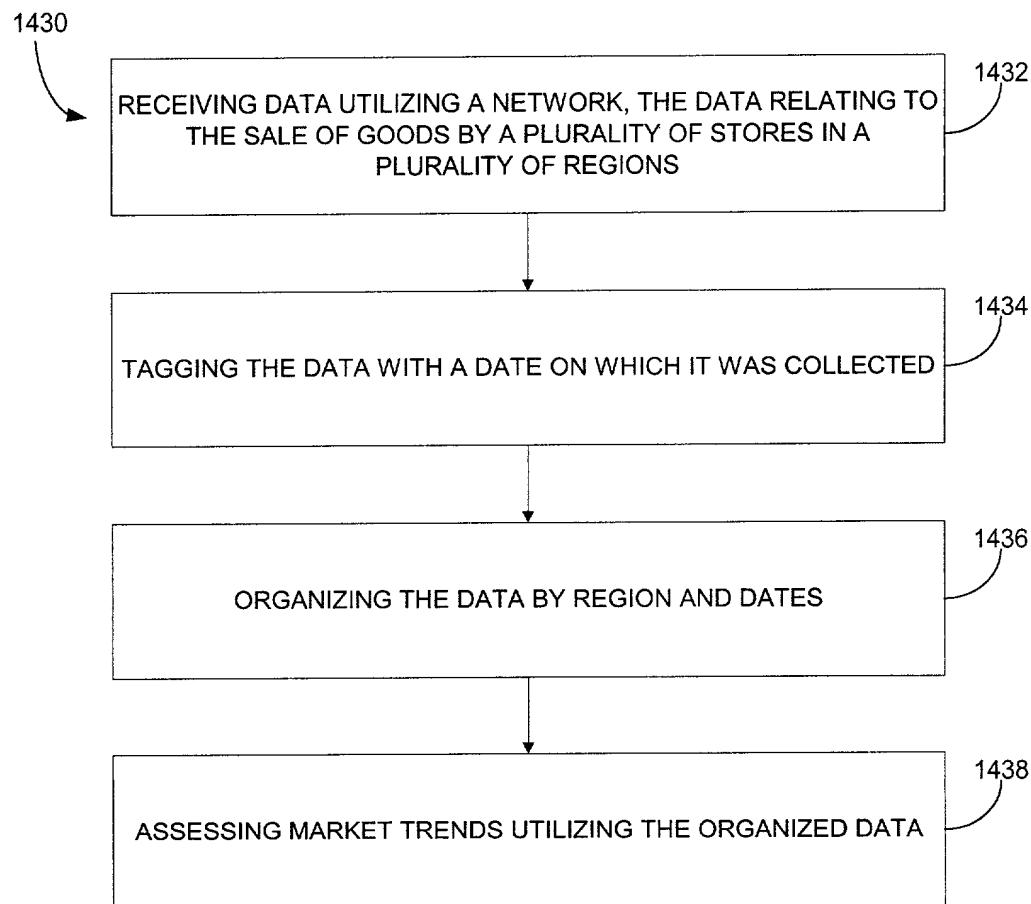


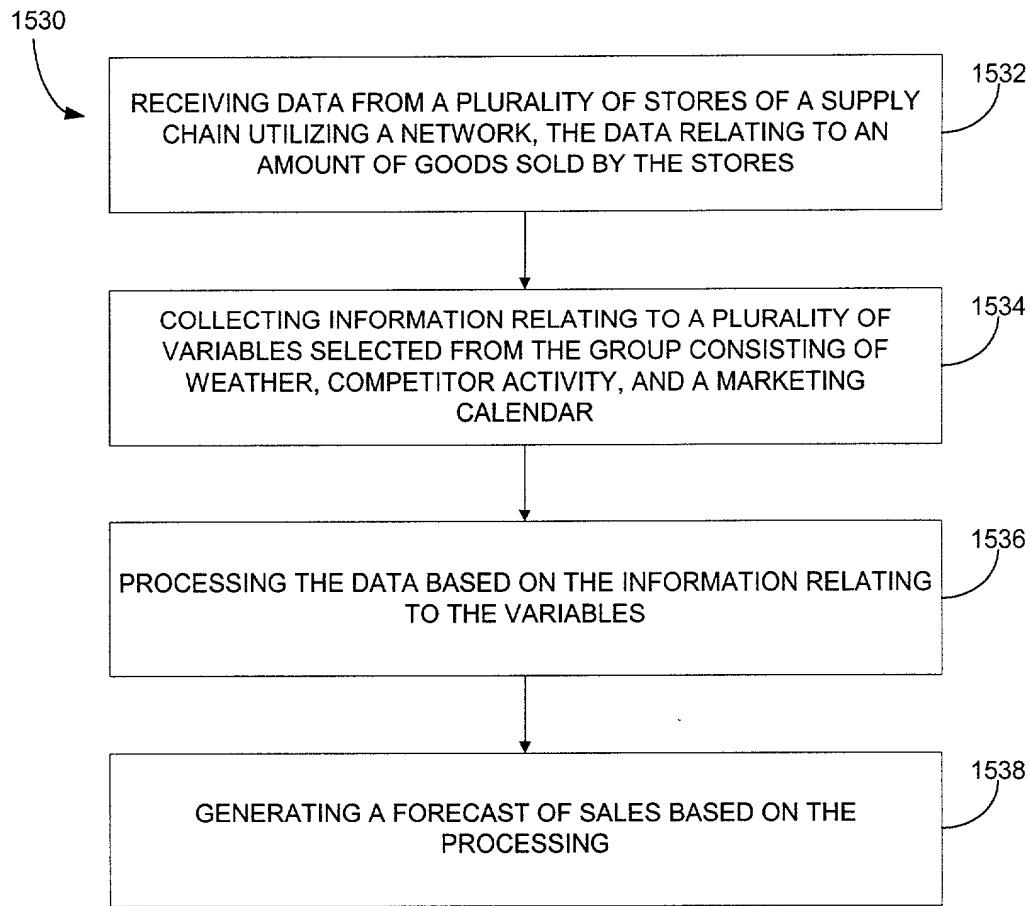
Fig. 12



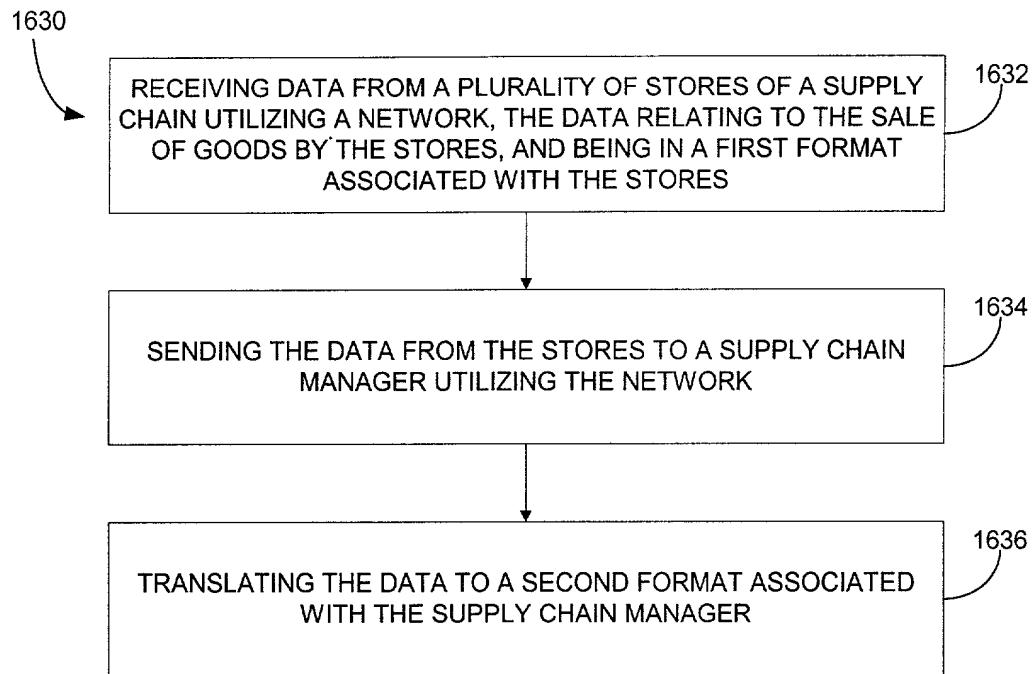
**FIG. 13**



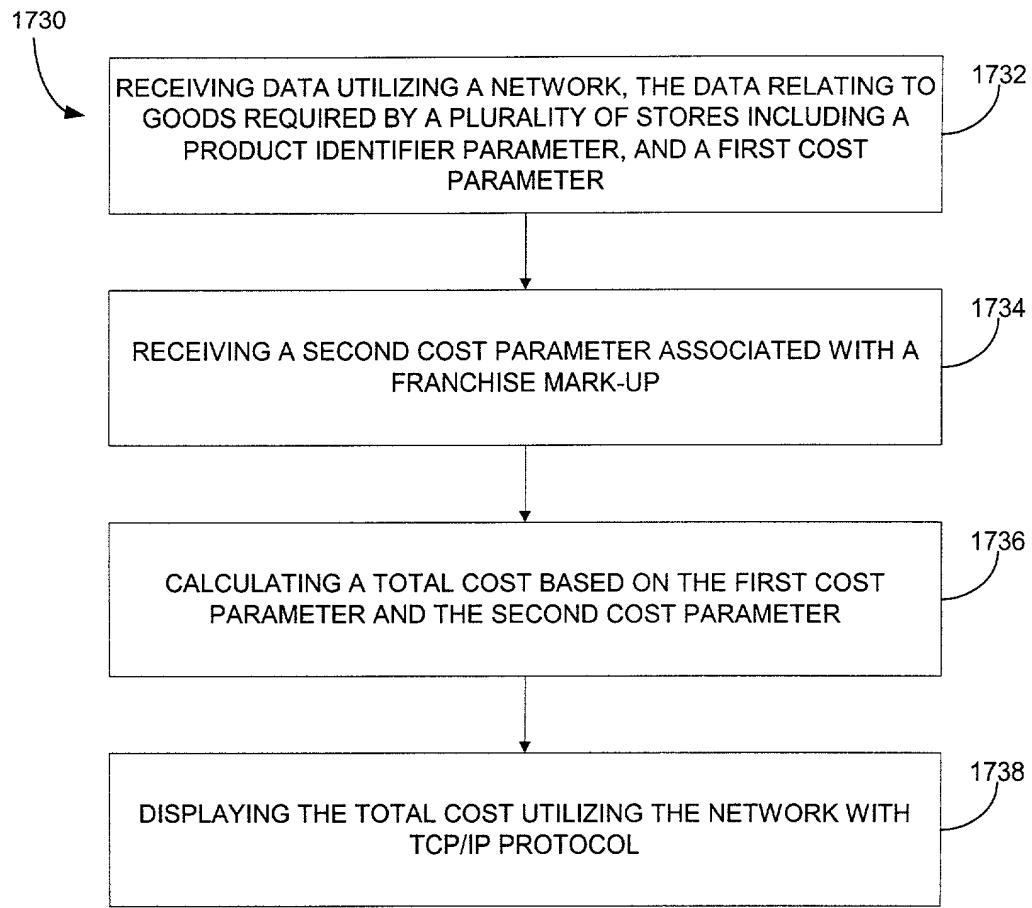
**FIG. 14**



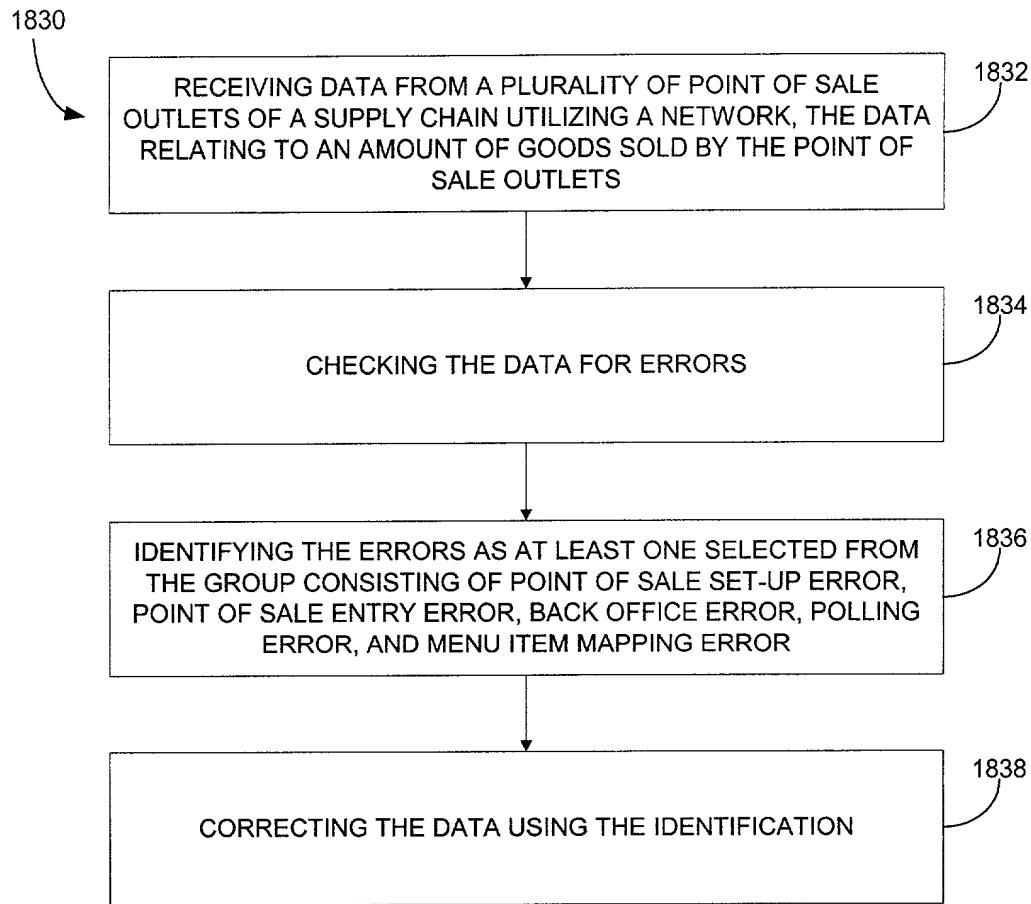
**FIG. 15**



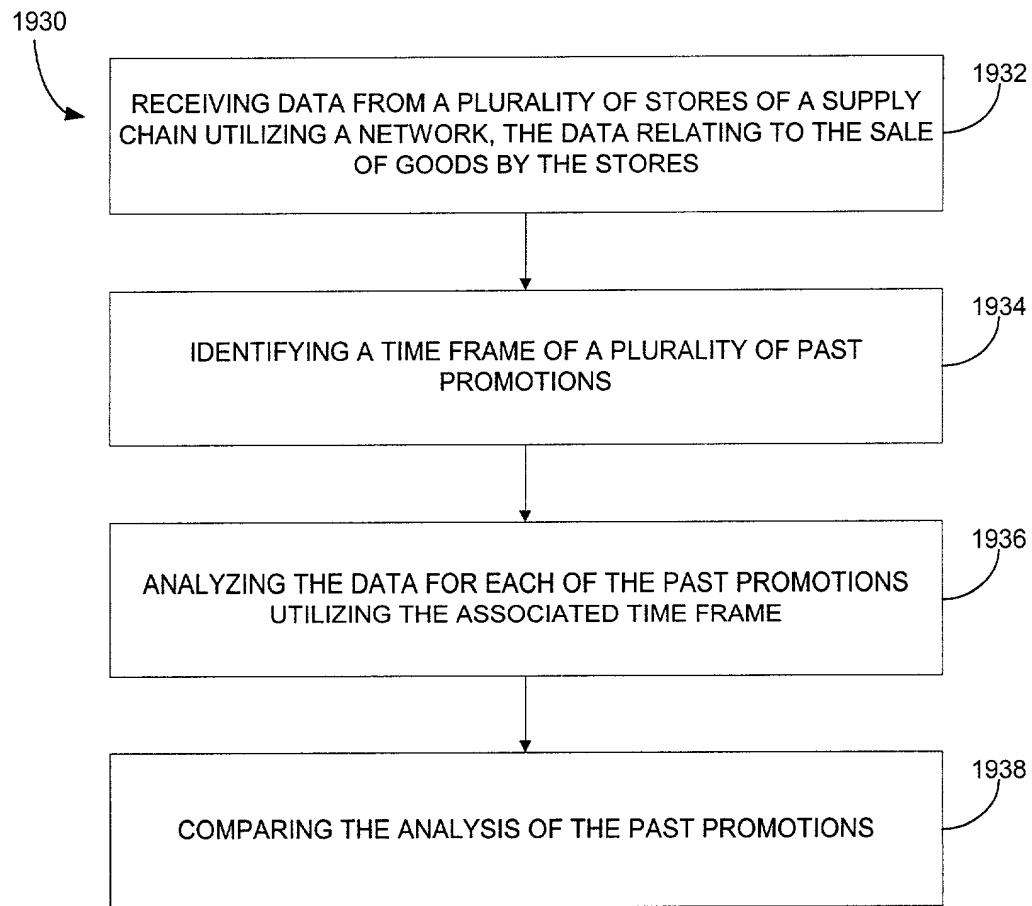
**FIG. 16**



**FIG. 17**



**FIG. 18**



**FIG. 19**

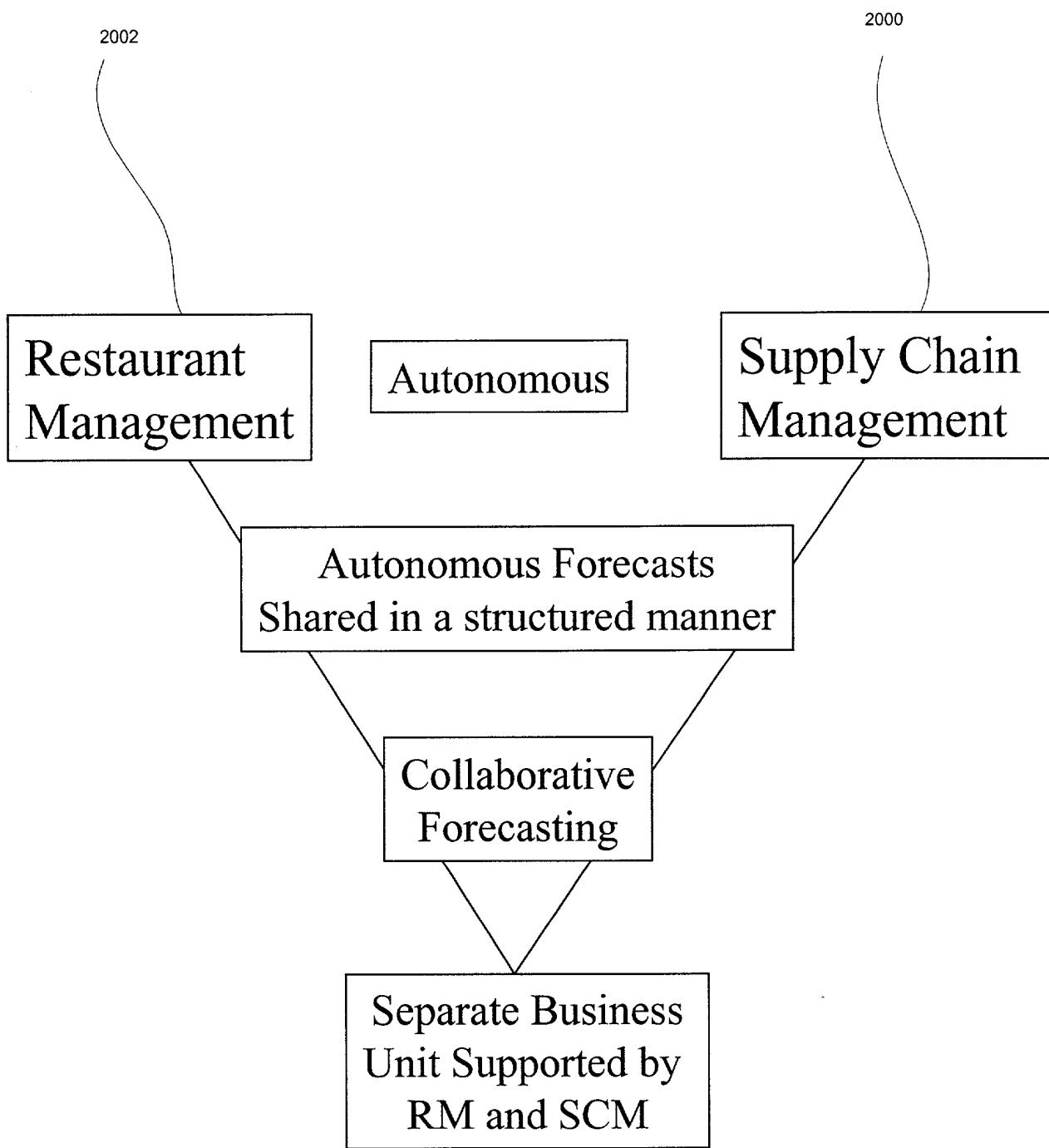
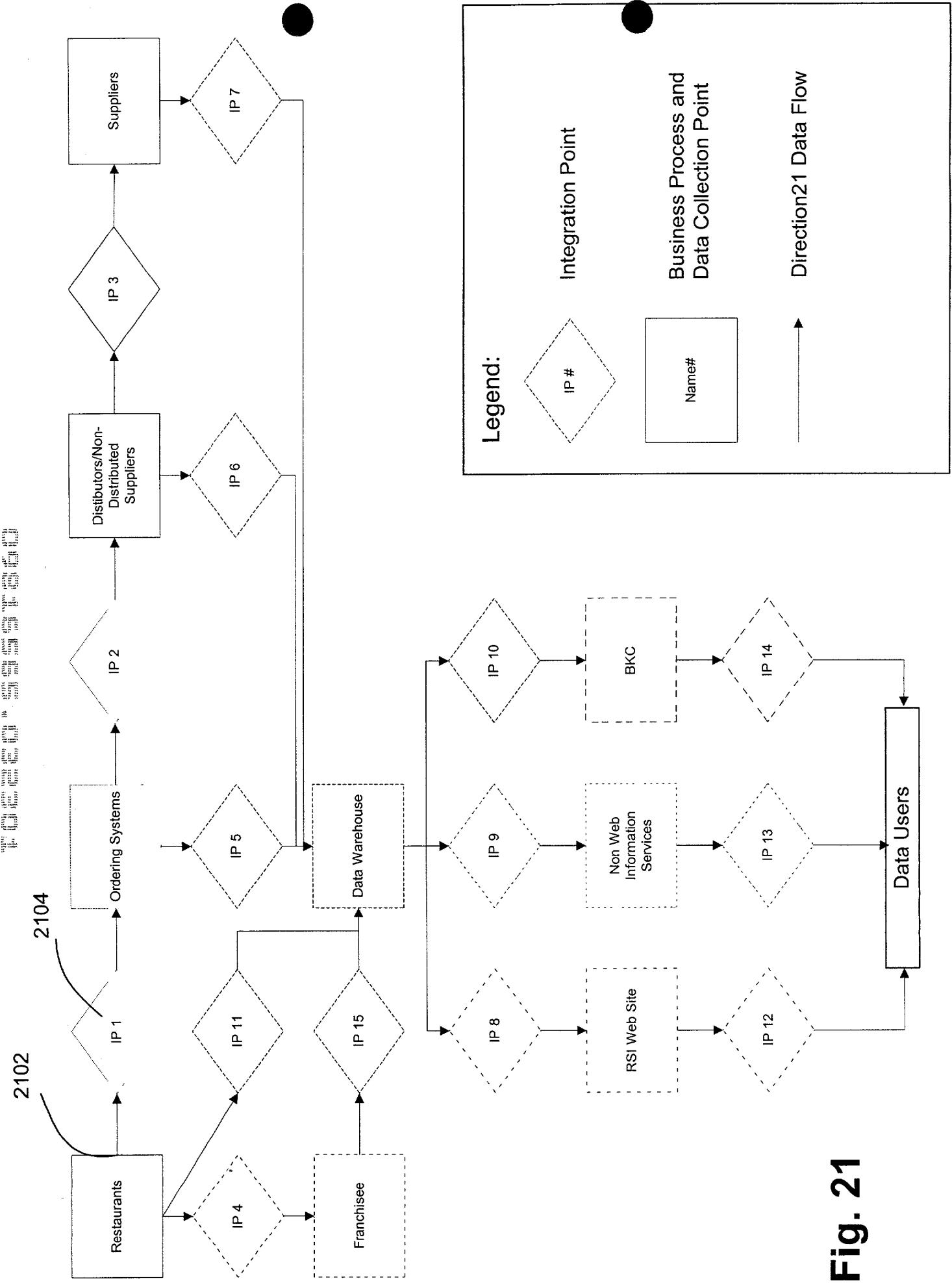
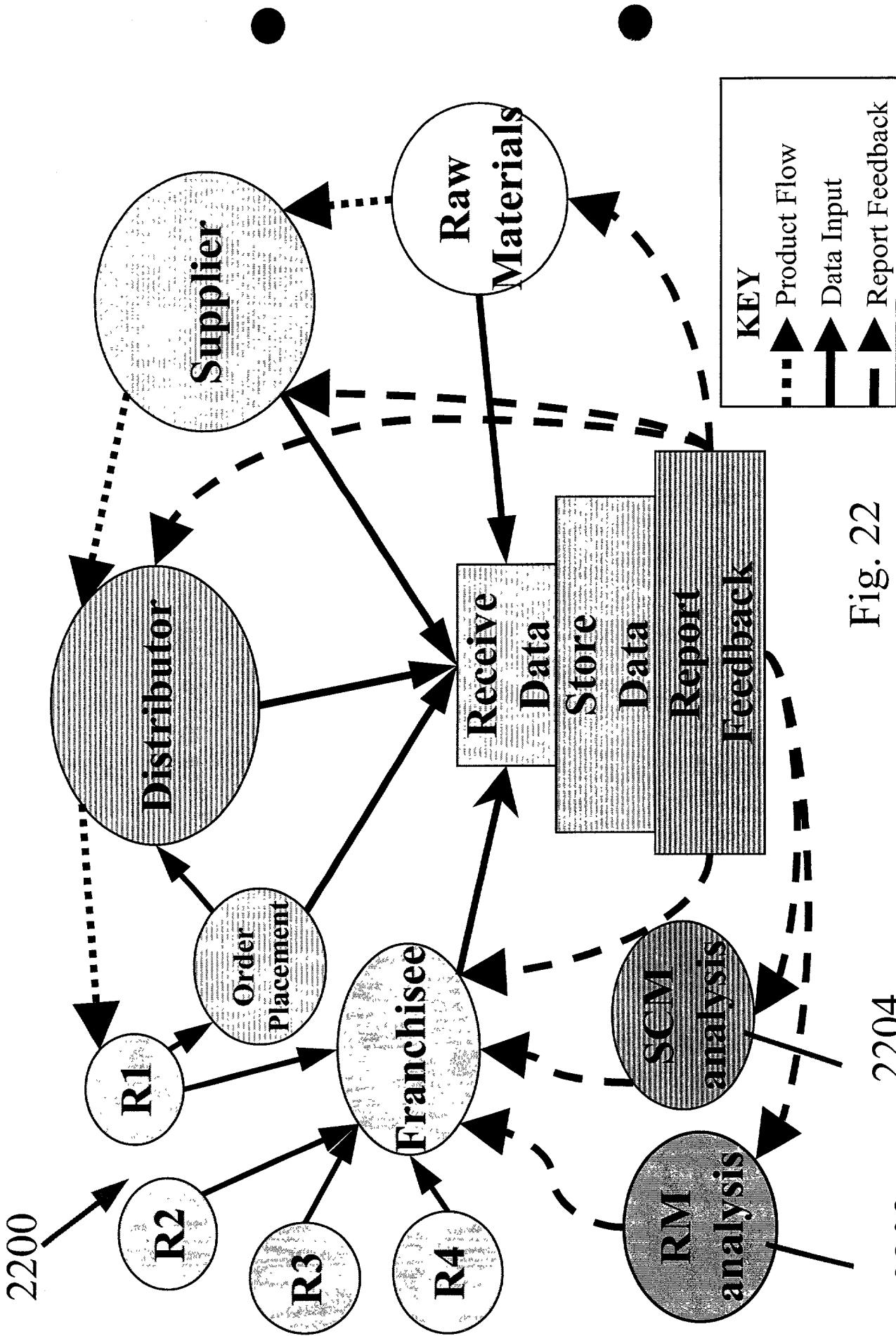
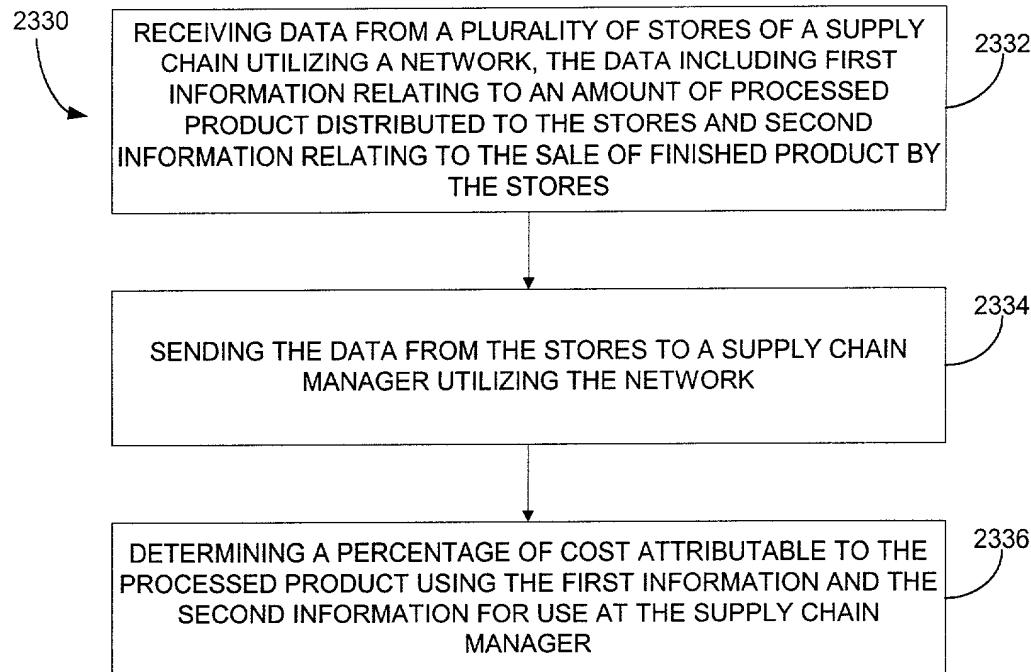


Fig. 20

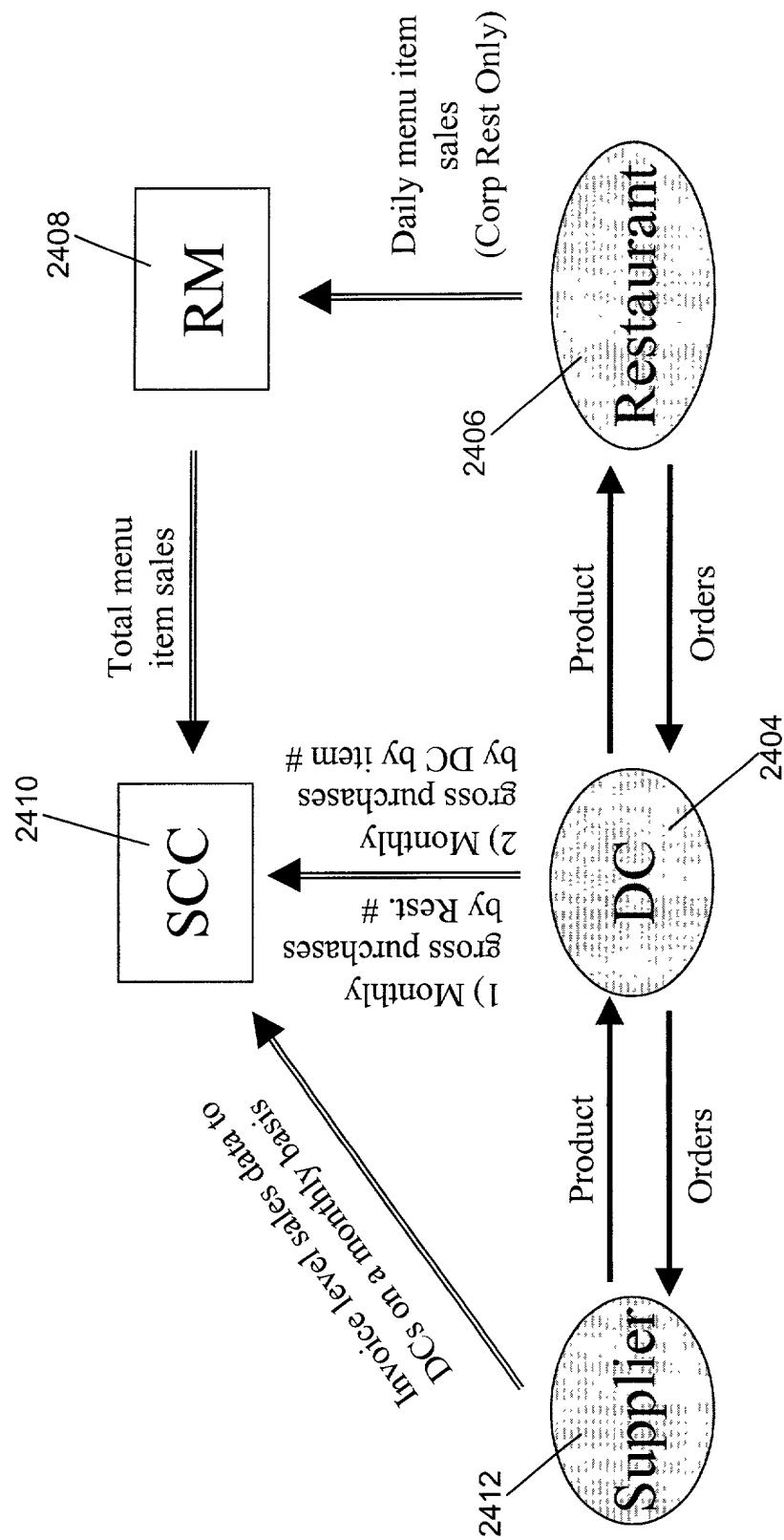






**FIG. 23**

**FIG. 24**



**FIG. 25**

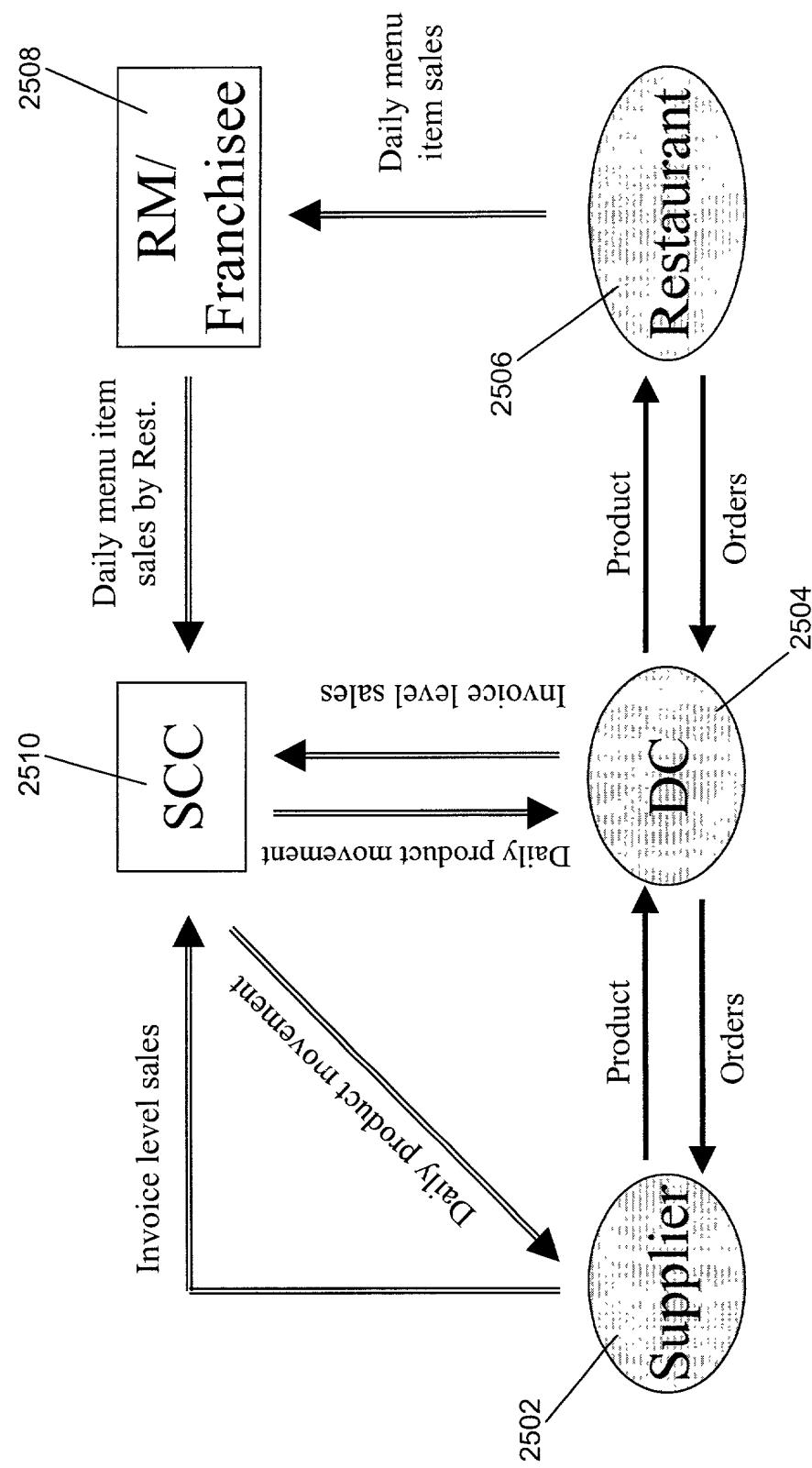


FIG. 26

2604

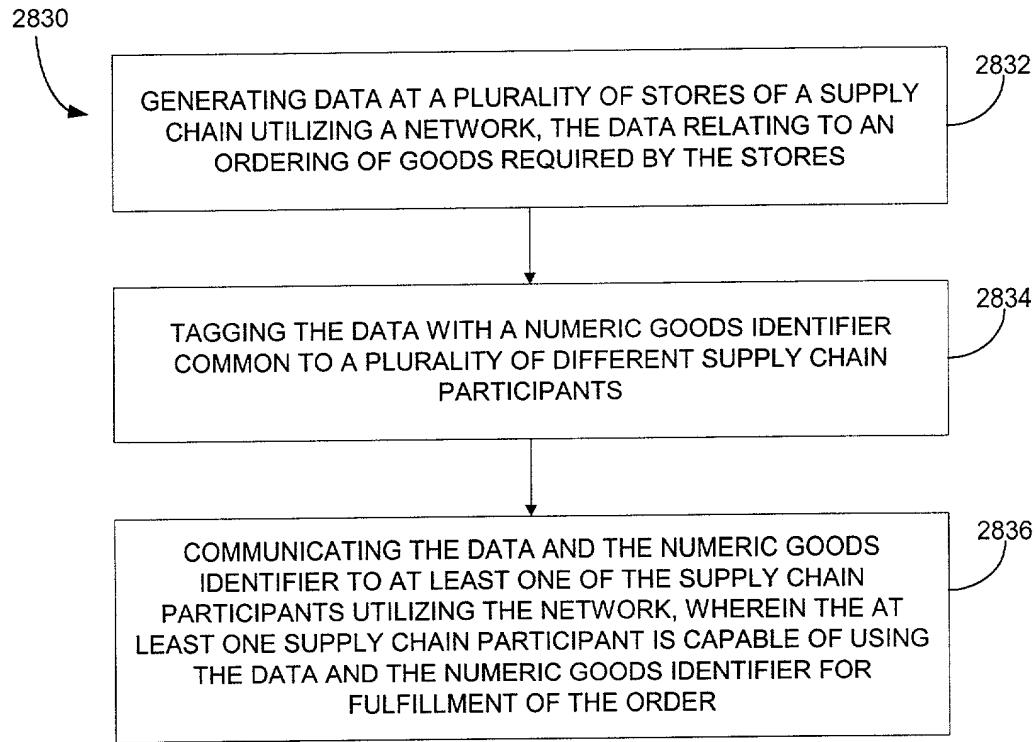
2600

## Sales Forecast Worksheet - System

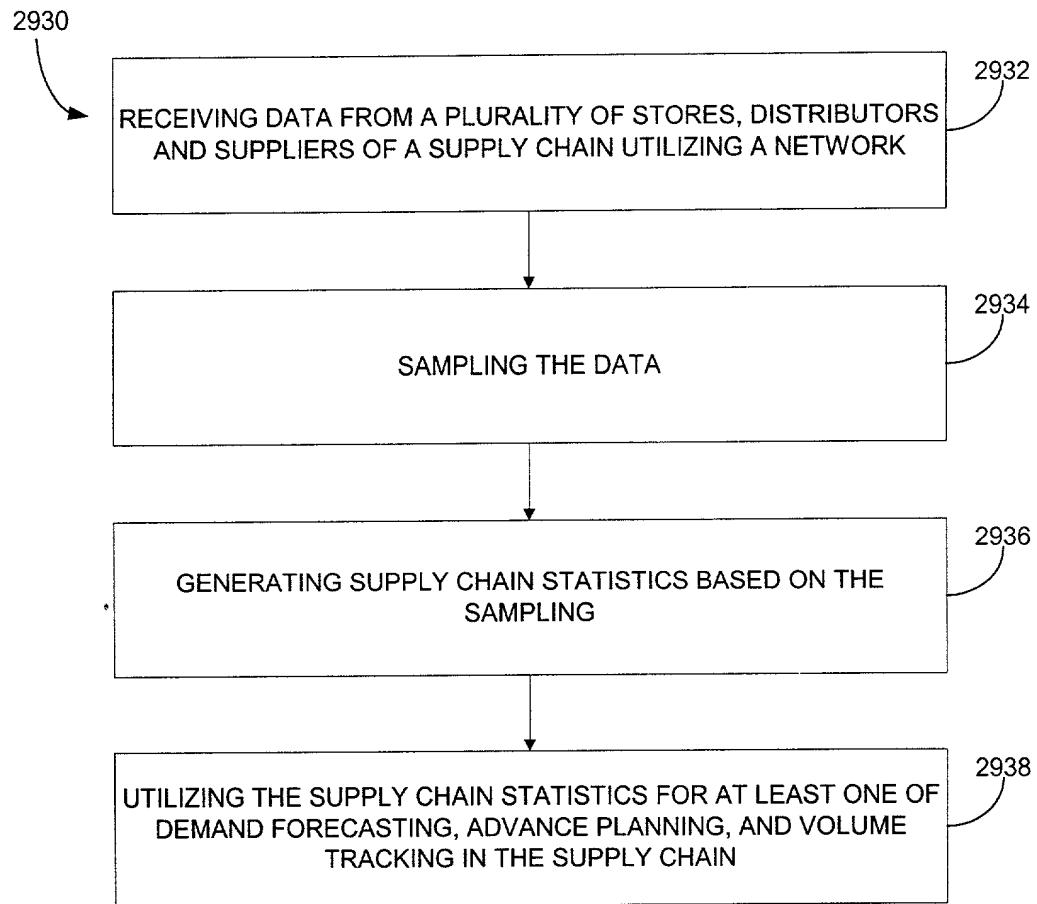
GRP's	Week	History							Forecast								
		Q1	Q2	W-6	W-5	W-4	W-3	W-2	W-1	W+1	W+2	W+3	W+4	W+5	W+6	Q3	Q4
Nnn'l Marketing Theme																	
Advertising Score																	
Local Considerations																	
Competition Index																	
Weather Index																	
Seasonality Index																	
<b>Sales History/Forecast Total/(\$/store)</b>																	
Key Products by Menu Item (units/day/store)																	
WHOPPERS	437	327	203	207	193	234	297	282	300	344	358	394	413	409	284	327	
WHOPPERS W/CHEESE	208	172	143	140	135	155	196	172	163	172	179	196	206	204	143	164	
YWWM WHOPPERS	805	723	701	692	623	760	921	829	900	943	829	912	958	948	707	813	
etc.....																	
Key Products by Inventory Item (cases/day/store)																	
Beef-Whopper 4.0 oz	10.1	8.5	7.3	7.2	6.6	8.0	9.8	8.9	9.5	10.1	9.5	10.4	11.0	10.8	7.9	9.1	
Cheese-American Sliced	0.3	0.2	0.2	0.2	0.2	0.3	0.2	0.2	0.2	0.2	0.2	0.3	0.3	0.3	0.2	0.2	0.2
Mayo-bulk	2.8	2.4	2.0	2.0	1.9	2.2	2.8	2.5	2.7	2.8	2.7	2.9	3.1	3.0	2.2	2.5	
Pickles - Pail	1.8	1.5	1.3	1.3	1.2	1.4	1.7	1.6	1.7	1.8	1.7	1.8	1.9	1.9	1.4	1.6	
Wrap Whopper	0.4	0.3	0.3	0.3	0.2	0.3	0.4	0.3	0.3	0.4	0.3	0.4	0.4	0.4	0.3	0.3	
Ketchup- Bulk	1.9	1.6	1.4	1.4	1.2	1.5	1.8	1.7	1.8	1.9	1.8	2.0	2.1	2.0	1.5	1.7	
Bun-Whopper 5" (dozen)	120.8	101.8	87.3	86.6	79.3	95.8	117.8	106.9	113.6	121.6	113.8	125.2	131.4	130.1	94.5	108.7	
Lettuce - shredded	3.4	2.9	2.5	2.4	2.2	2.7	3.3	3.0	3.2	3.4	3.2	3.5	3.7	3.7	2.7	3.1	
Tomatoes	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1	
Onions - sliced	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1	

FIG. 27

Promotional Monitor - System & Regional												
Category	History			Week #1								
	W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	D+6	D+7	Total
<b>Total Sales(\$/Store)</b>		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$26,250
<b>Menu Item Sales for Key Products (units/restaurant/week)</b>												
Category	Segment											
	Whopper	WHOPPERS	215	211	228	269	32	34	37	40	60	46
Category	Segment											
	Whopper	WHOPPERS W/CHEESE	146	142	148	162	18	20	21	23	35	26
Category	Segment											
	Whopper	YWWM WHOPPERS	699	679	714	813	94	103	111	111	120	180
Category	Segment											
	Whopper Total	1,060	1,032	1,090	1,244	144	157	170	170	183	275	209
<b>Variance from Expected (Highlighted Areas are Outside of Expected Range)</b>												
Whopper	Segment											
	Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%
Whopper	Segment											
	Whopper	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%
Whopper	Segment											
	Whopper	YWWM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%
Whopper	Segment											
	Whopper Total	10.6%	-23.4%	-4.1%	-9.6%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%



**FIG. 28**



**FIG. 29**

3000  
→

Distribution Center: Alliant Topeka

Time Period (Month/Yr): Jun-00

**Delivery Order Fill Rate**

Total Cases Ordered: 65712

<u>Operations:</u>	Warehouse Outs	Damages	MisPicks	Short on Truck	Overlooked and Not Returned	Total Operations
Cases:	154	68	62	284		568
Percent	0.23%	0.10%	0.09%	0.43%	0.00%	0.86%

3002  
→

<u>Purchasing:</u>	Out of Stocks	Substitutions	Out of Code	Total Purchasing
Cases:	990	70		1060
Percent:	1.51%	0.11%	0.00%	1.61%

<u>Distribution Center Total:</u>	Cases	Percent
Operations:	568	0.86%
Purchasing:	1060	1.61%
Grand Total:	1628	2.48%

Delivery Order Fill Rate: 97.52%

**On-Time Delivery Rate**

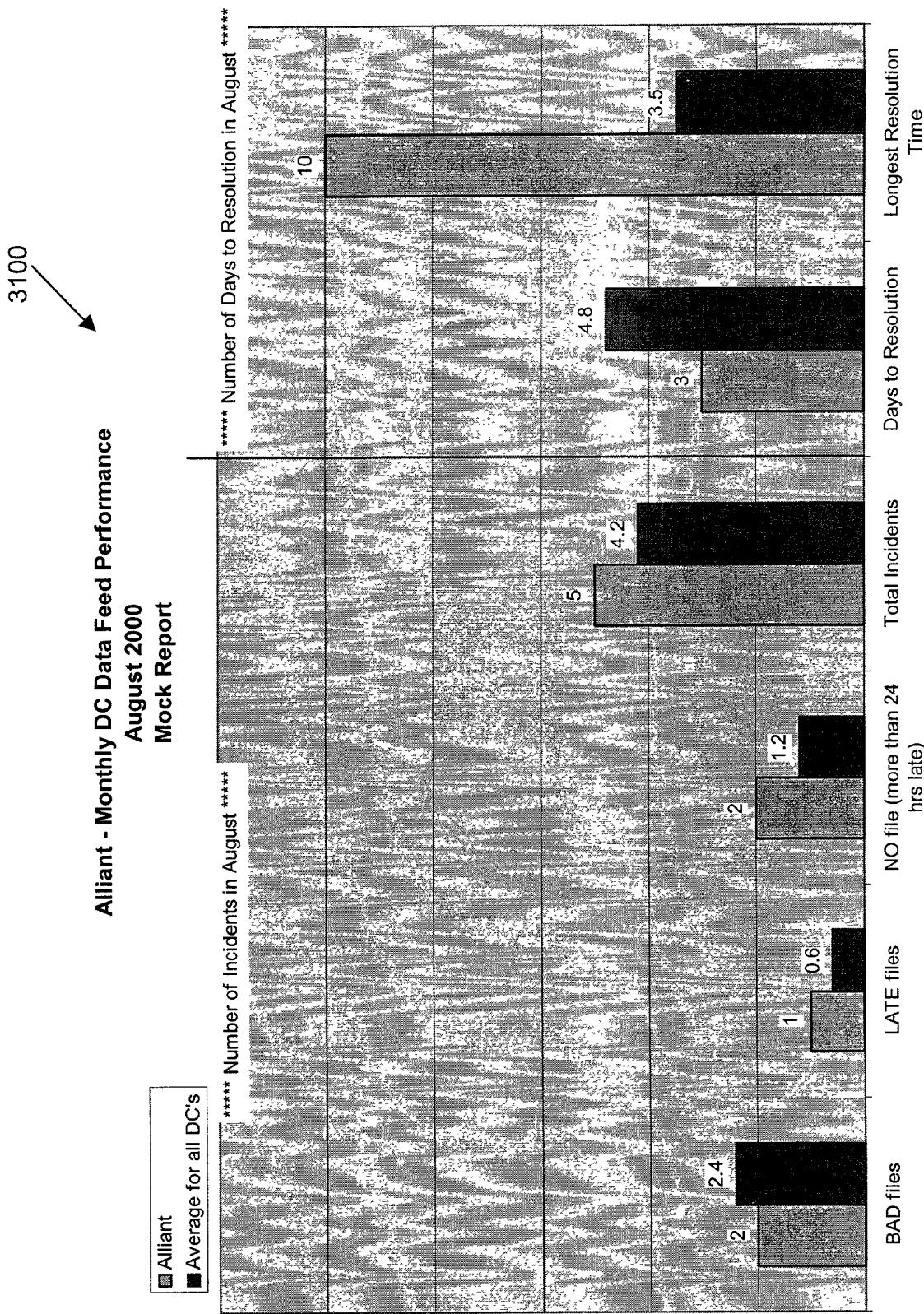
<u>Total # of Deliveries:</u>	1232
<u># of On-Time Deliveries:</u>	
<u>On-Time Delivery Rate:</u>	0.00%

**Perfect Order Rate**

<u>Total # of Deliveries:</u>	1232
<u>Total # of Perfect Orders:</u>	725
<u>Perfect Order Rate:</u>	58.85%

**FIG. 30**

**FIG. 31**





## Service Level Reporting

### August

3200

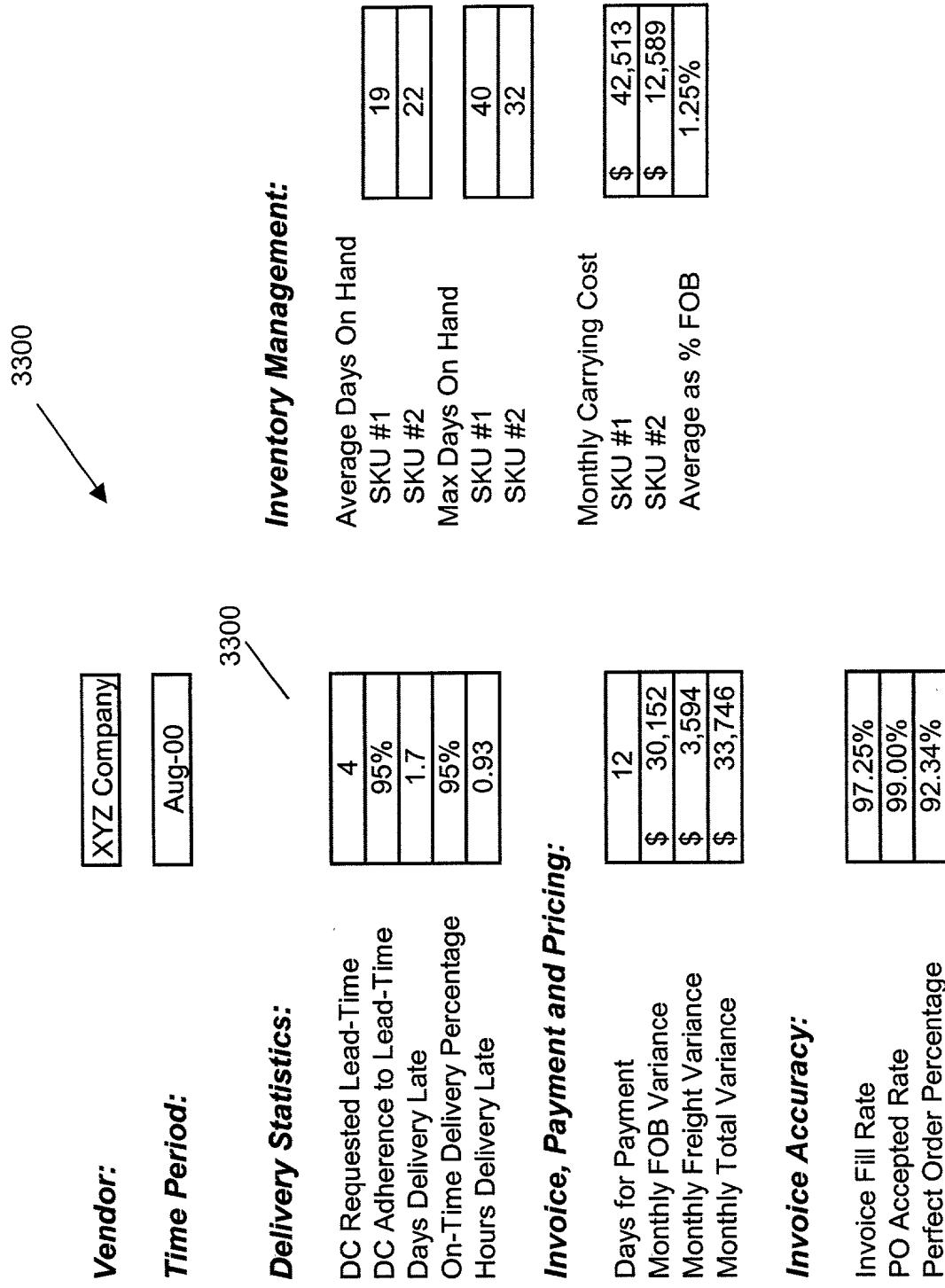
	Fill Rate	On - Time	Perfect Order
Alliant-Paducah	99.14%	90.08%	
Alliant-Topeka	98.05%	98.21%	
Alliant-Wixom	99.34%	92.91%	78.70%
King-Atlanta	98.45%	94.66%	80.90%
King-Jacksonville	99.15%	94.33%	86.98%
King-Louisville	99.15%	94.33%	86.98%
Maines 29, Conklin	99.41%		79.25%
Maines 30, Cleveland	99.41%		
Maines Long Island	99.41%		79.83%
Maines New England	99.65%		
MBM Fullerton	99.13%	94.15%	#DIV/0!
MBM Lewisville	98.55%	92.98%	#DIV/0!
MBM Orlando	98.78%	93.90%	#DIV/0!
MBM Rocky Mount	99.13%	92.46%	#DIV/0!
McCabe's	99.20%	99.72%	91.34%
McLane Lubbock	#DIV/0!	#DIV/0!	#DIV/0!
Nicholas & Co.	99.80%	98.00%	85.3%
PFD Supply	99.16%	90.79%	80.12%
PFG Victoria	99.42%	#DIV/0!	
PY/A/Monarch	99.20%	97.79%	
Reinhart-Cedar Rapids	99.05%	98.85%	
Reinhart-Oak Creek	99.31%	93.83%	
Reinhart-Rogers	99.50%	95.48%	
Restaurants NW	99.03%	99.07%	80.47%
Shamrock Commerce City	99.54%	94.66%	85.13%
Shamrock Phoenix	98.61%	93.88%	
Sigma Harrisburg	99.35%		82.86%
Sigma Stockton	98.63%		
Sysco	99.68%	100.00%	82.7%

	Fill Rate	On - Time	Perfect Order
BKC Min	98.50%	90.00%	78.00%
RSI Min	99.50%	90.00%	80.00%

OK
Didn't meet RSI Min
Didn't meet BKC Min

**FIG. 32**

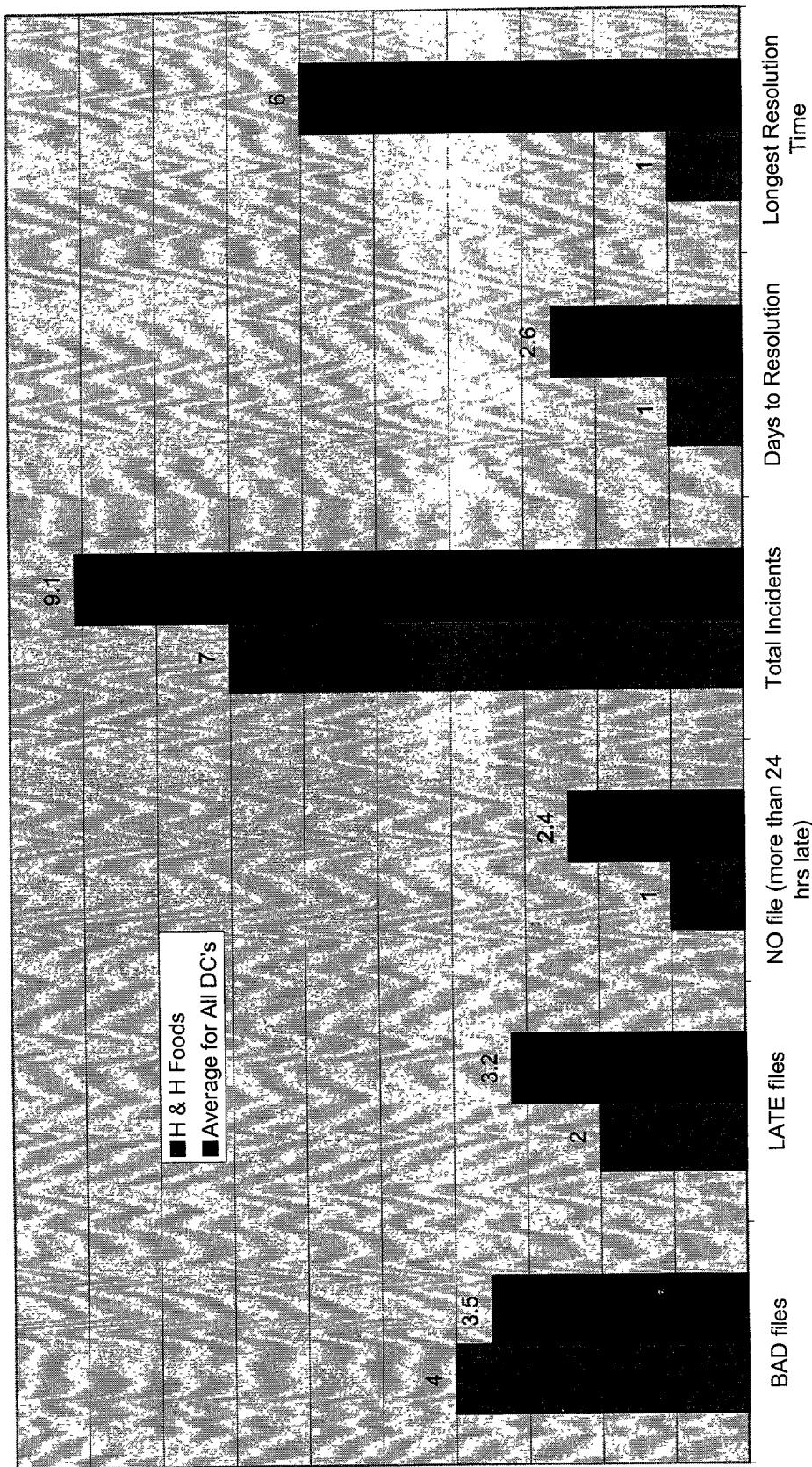
# FIG. 33



**FIG. 34**

**H & H Foods - Monthly Supplier Data Feed Performance**  
**August 2000**  
**Mock Report**

3400 →



# FIG. 35



3500

## Service Level Reporting November - Mock Report

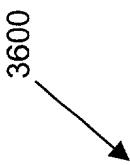
	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES	\$1,904		2.33%
COMARKINSTRUMENTS INC.	\$4,881		
WHITE FORD FOODS, INC.	\$6	97.9%	2.11%
LEPAGE BAKERY / COUNTRY KITCHEN	\$3,700		
NCR SYSTEMEDIA	\$0	92.7%	2.16%
SIGNATURE MEATS GROUP	\$0		1.94%
SCHWEBEL'S BAKING CO.	\$0	95.1%	1.50%
MAUI CUP	\$0		1.25%
MIRA PLASTICS	\$0		
DIXIE PRODUCE & PACKAGING			
NOR-LAKE INC	\$0		1.48%
FORT JAMES OPERATING COMPANY	\$0		1.90%
FRESH ADVANTAGE KC	\$0	98.6%	
SILVER KING MN - CORP			
LESON FOODS	\$0		
READY ACCESS			
GEORGIA PACIFIC TISSUE		94.8%	2.44%
CLOUGHERTY PACKING		93.4%	2.51%
BEVERAGE - AIR			
COMPONENT HARDWARE GROUP, INC.			2.06%
COCA - COLA USA	\$0		
TOASTMASTER	\$1,900	93.5%	1.55%
GRANT COUNTY FOODS		96.3%	2.20%
FRESH EXPRESS			1.04%
TAYLOR FARMS	\$0		
MODULAR DISPENSING SYSTEM			
CENTURY PRODUCTS LLC	\$3,428		
ROSE PACKING COMPANY		93.3%	2.98%

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK	
Did'n't meet RSI Min.	

## Mock Report/1

3600

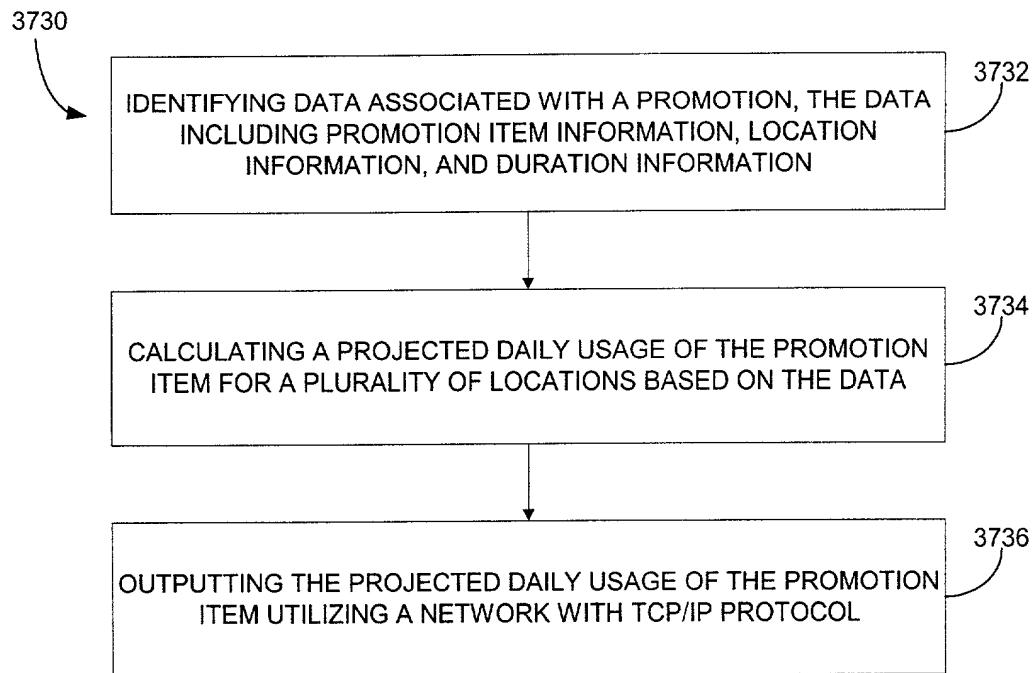


	FY 01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
<i><b>Food Cost Index</b></i>									
Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10	98.90						
Variance		0.59	0.30						
Good/(Bad)									
<i><b>Total Dollar Purchases (in Millions)/2</b></i>									
Plan	\$2,237.24	\$183.98	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83	
Actual		\$182.84	\$182.08						
Variance		\$1.14	\$0.65						
Good/(Bad)		0.6%	0.4%						

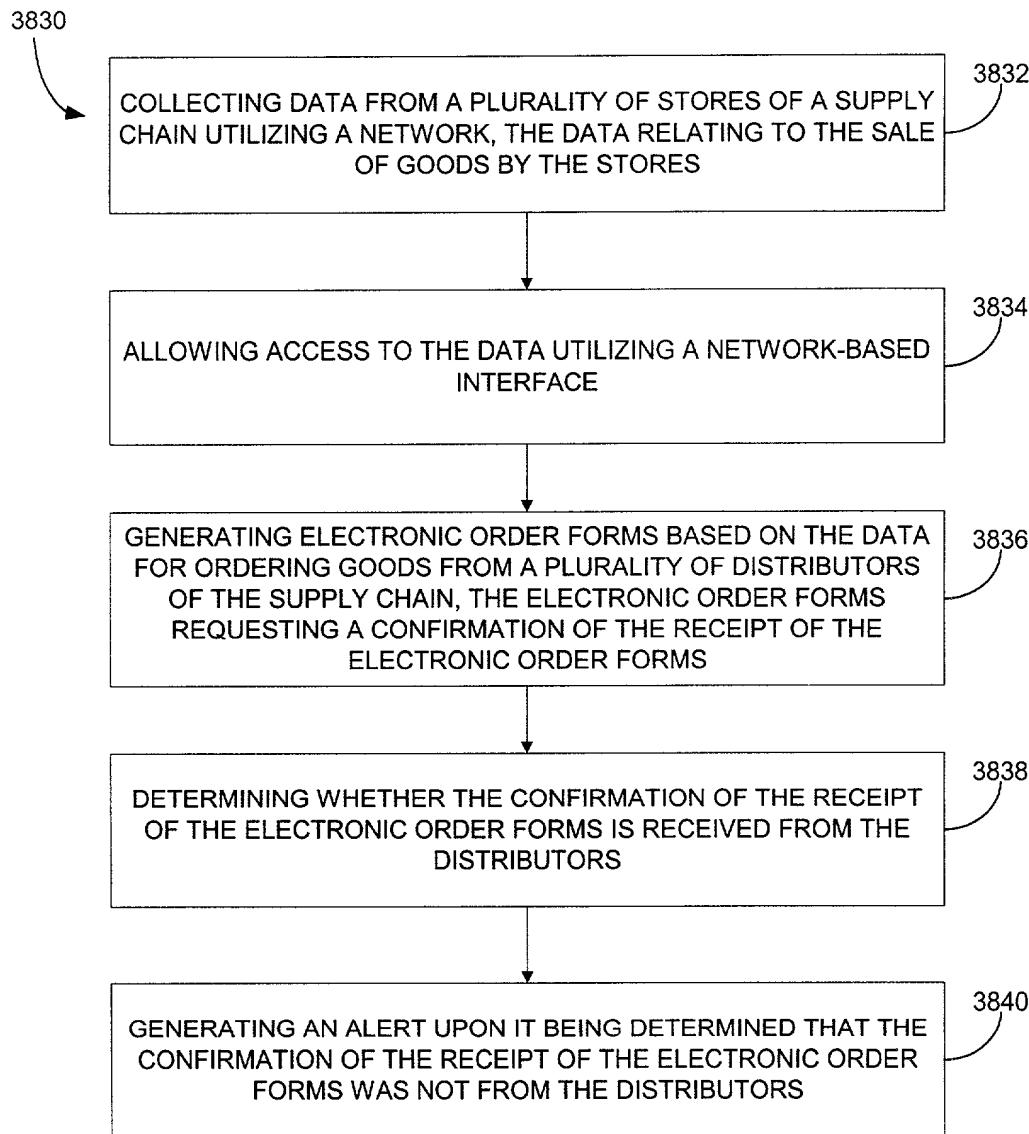
/1 Includes on food cost index items.

/2 Based on FY 99 Sales Volumes

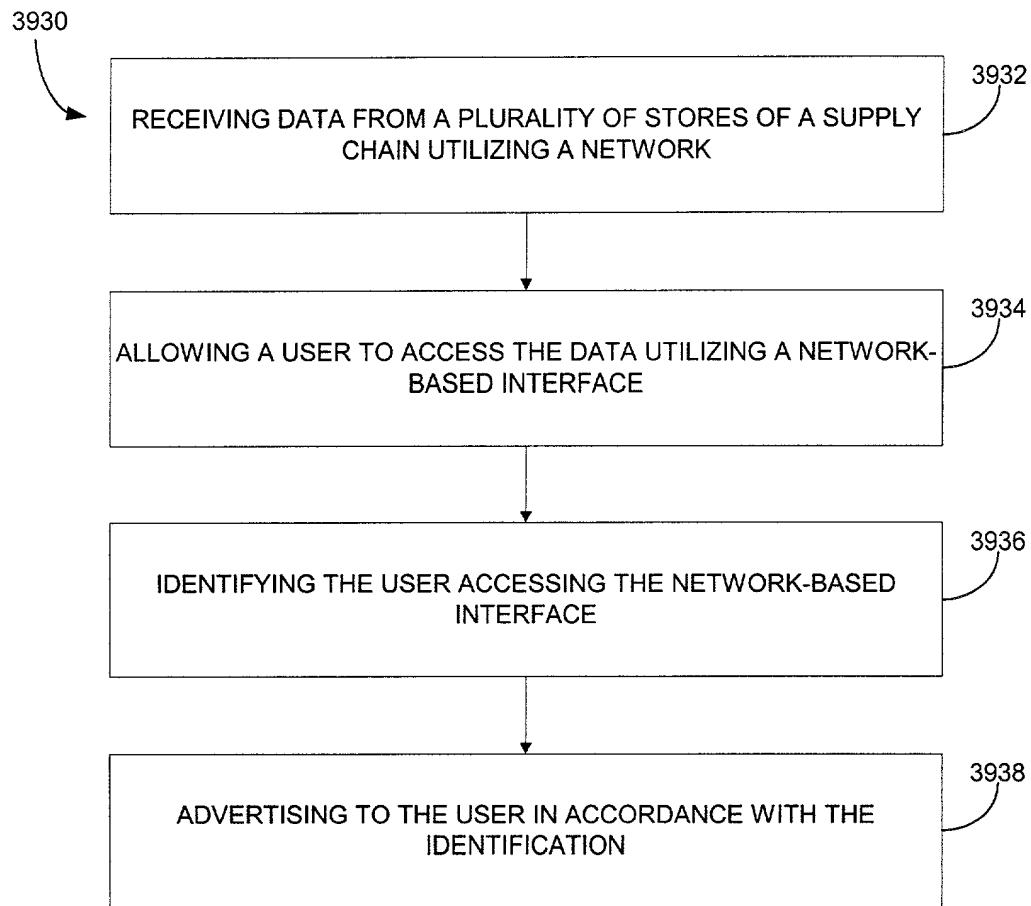
**FIG. 36**



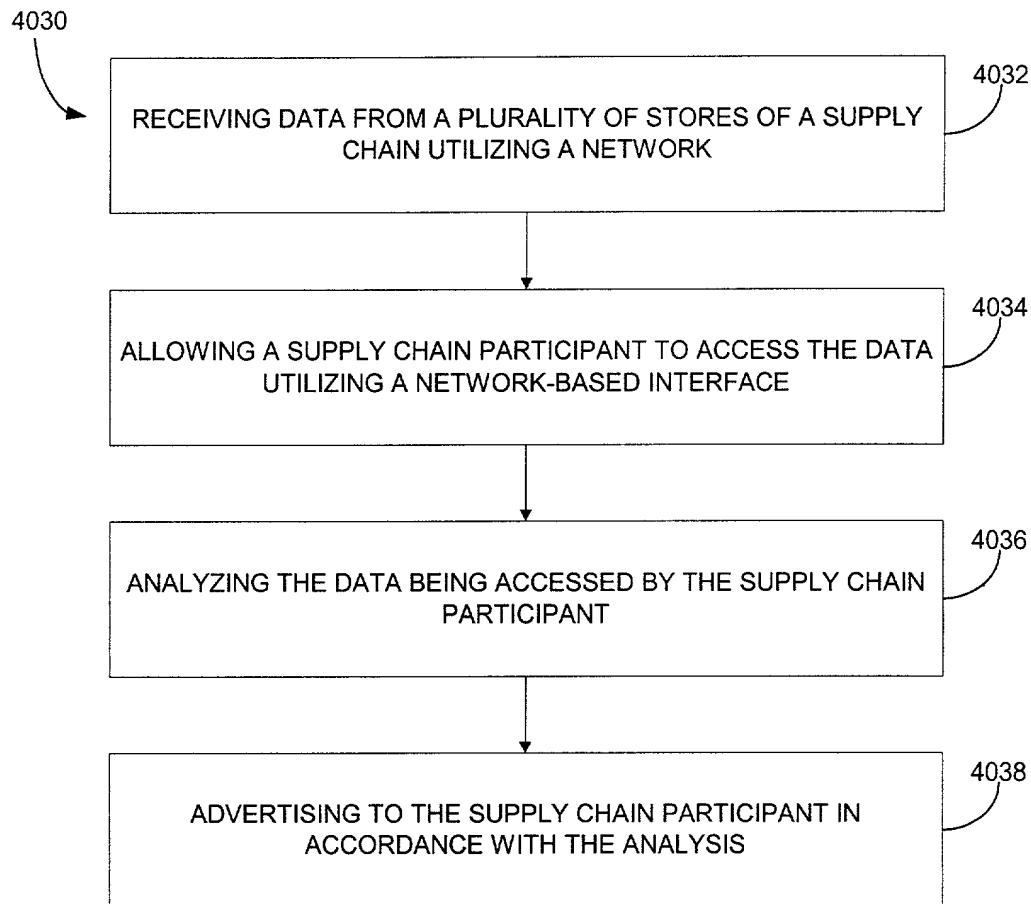
**FIG. 37**



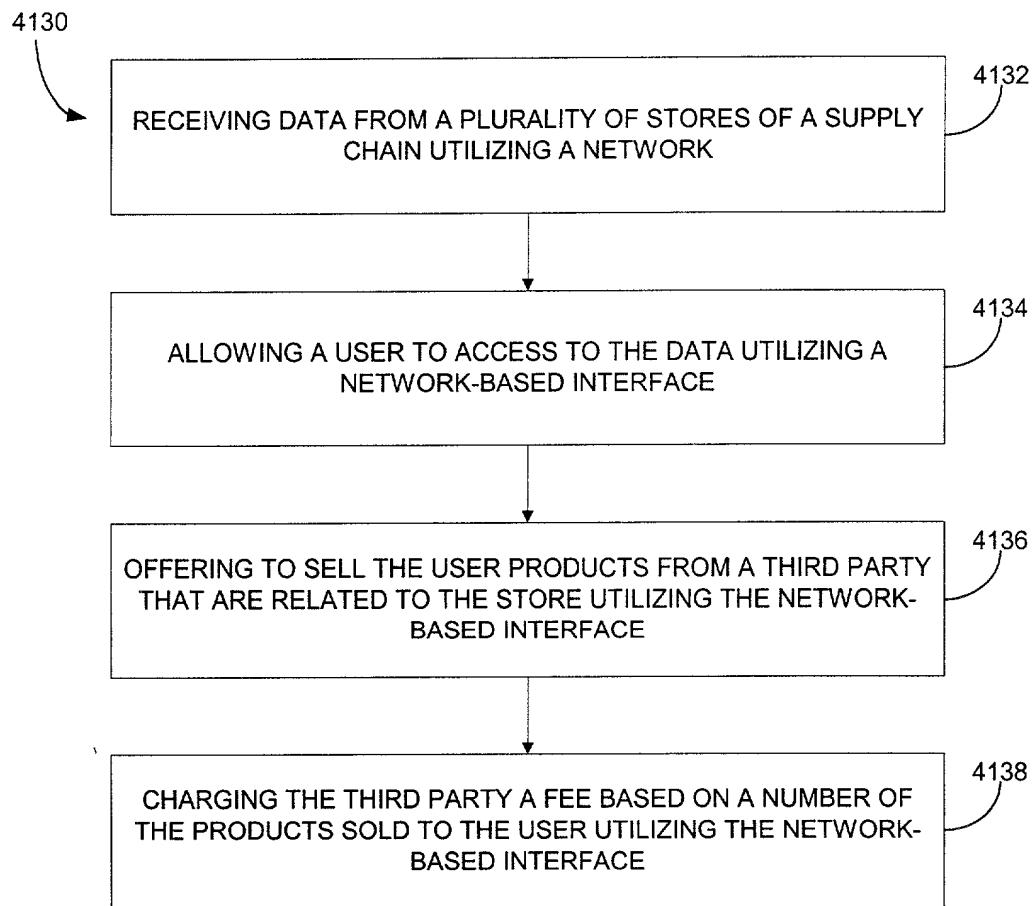
**FIG. 38**



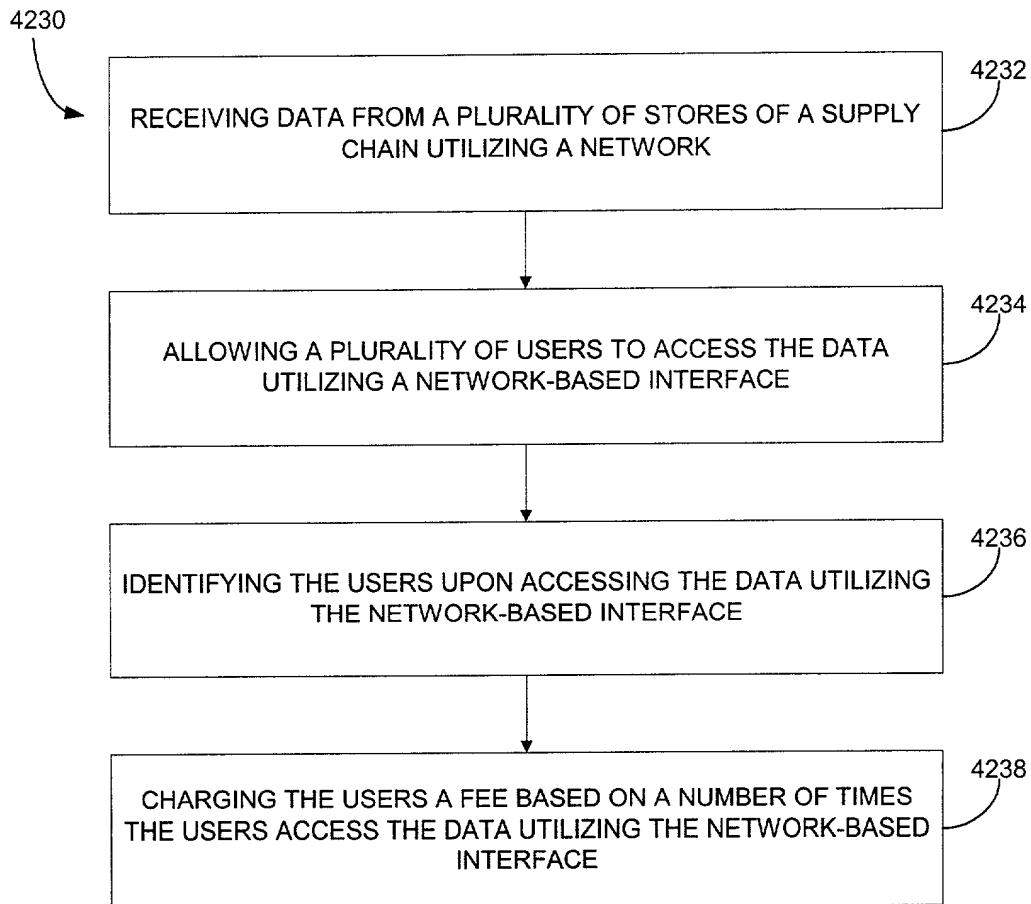
**FIG. 39**



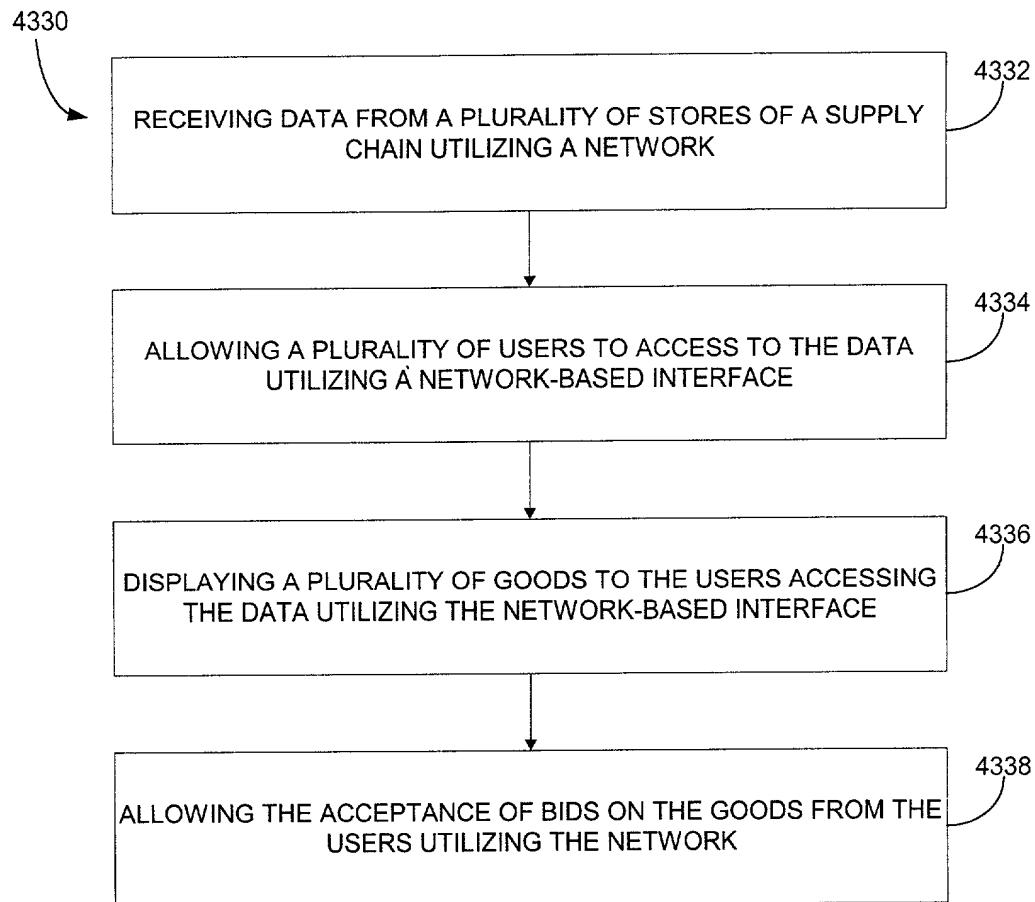
**FIG. 40**



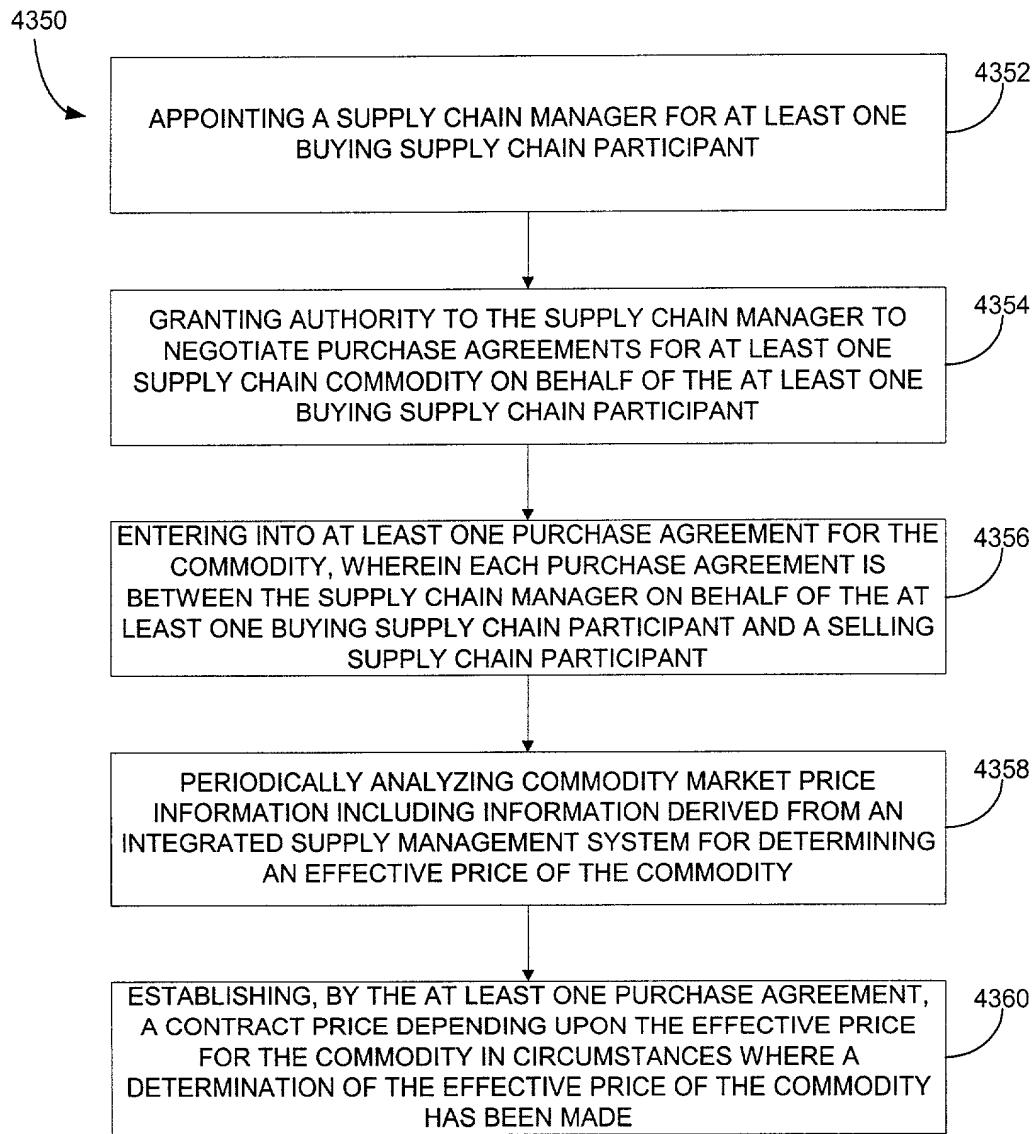
**FIG. 41**



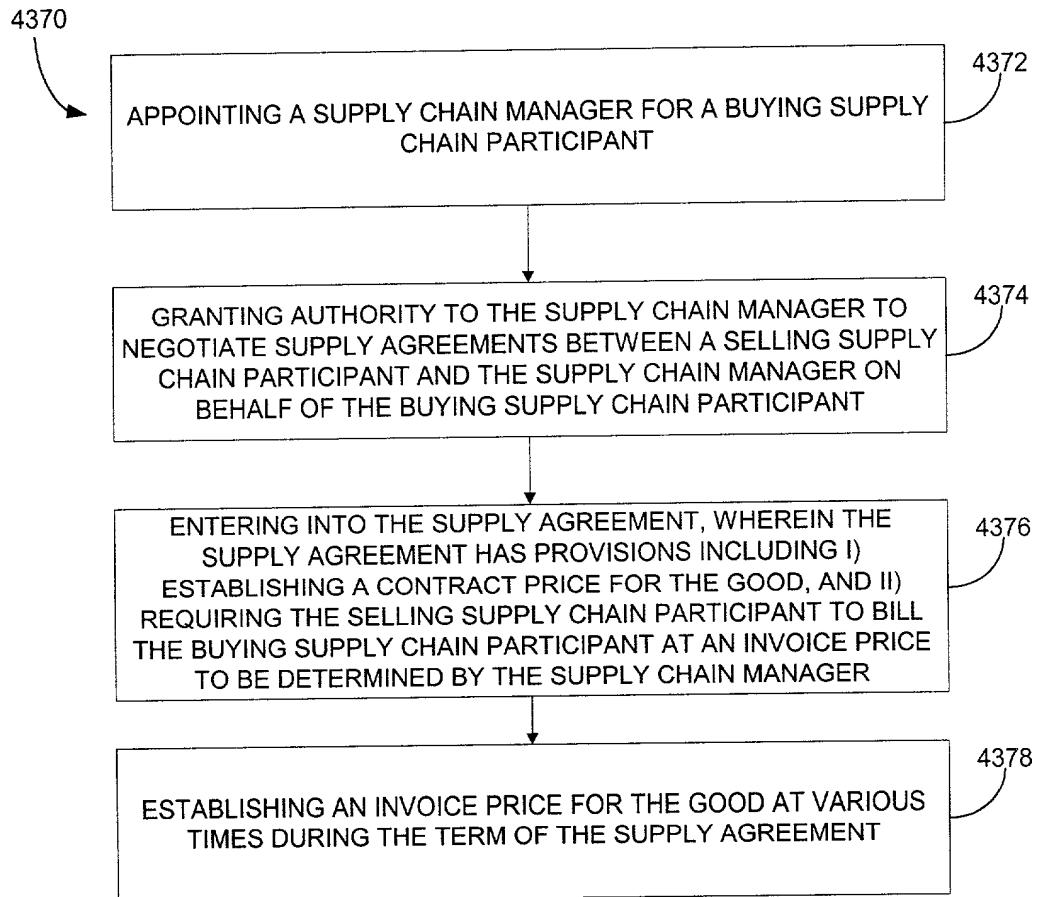
**FIG. 42**



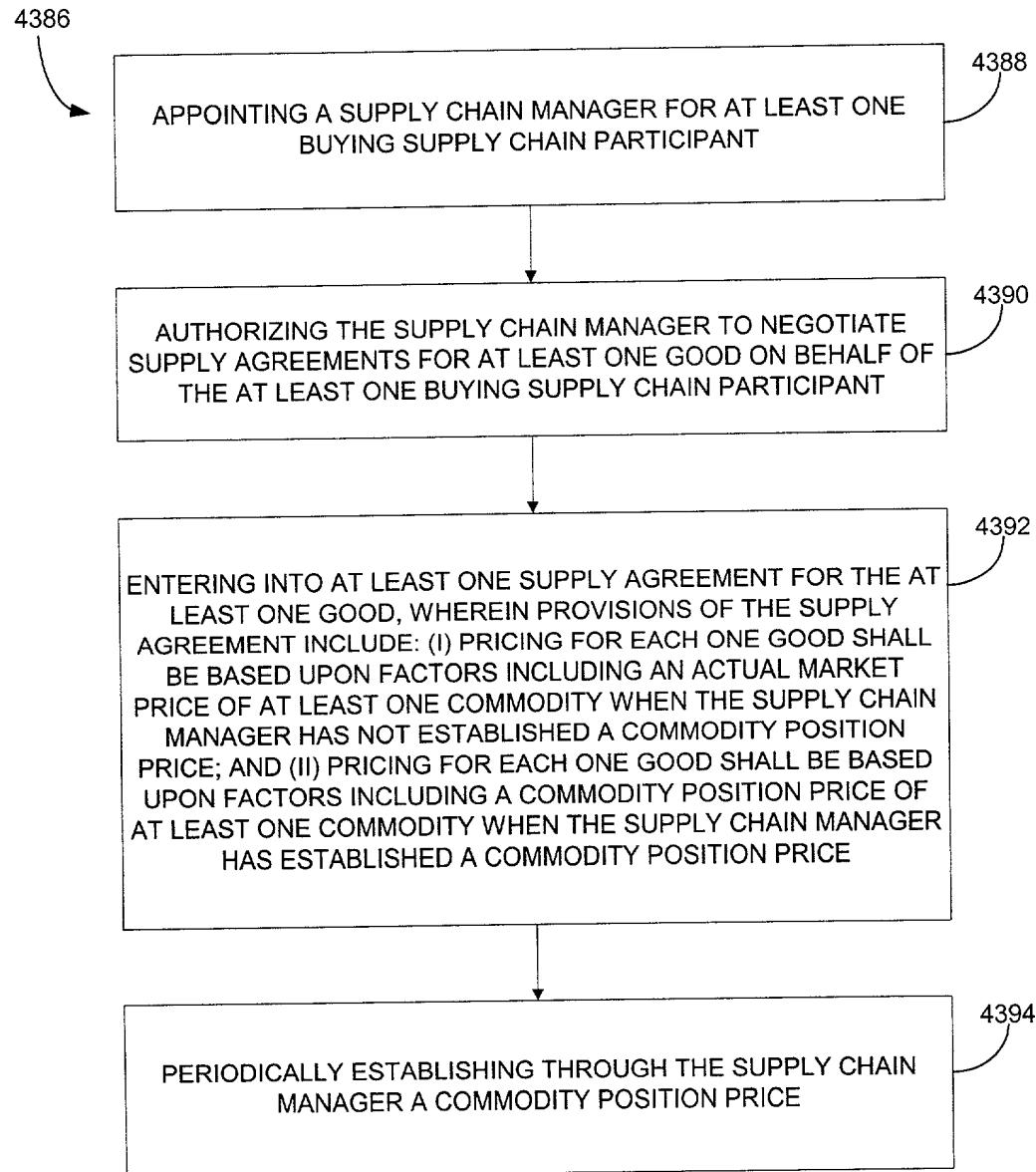
**FIG. 43A**



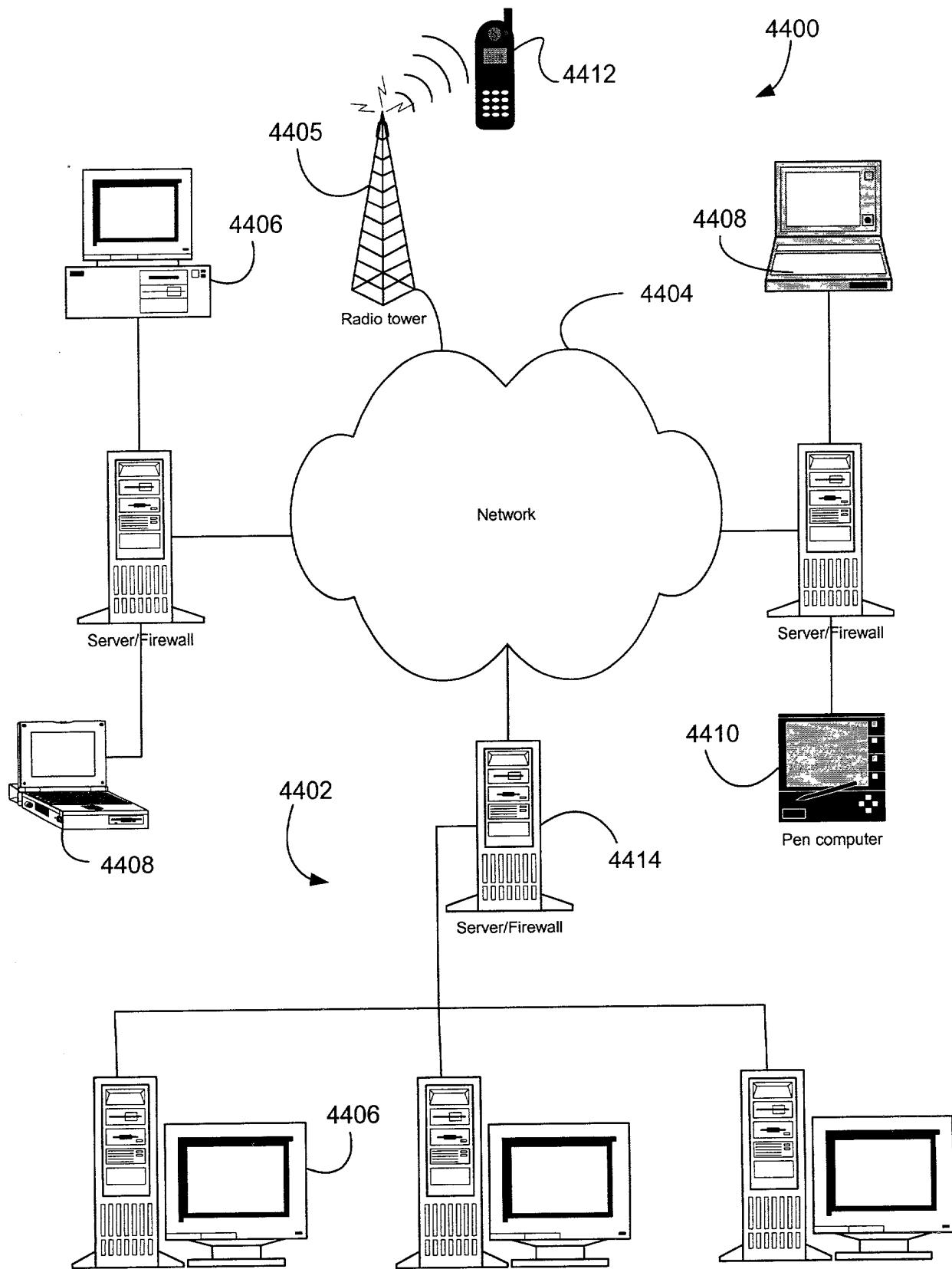
**FIG. 43B**



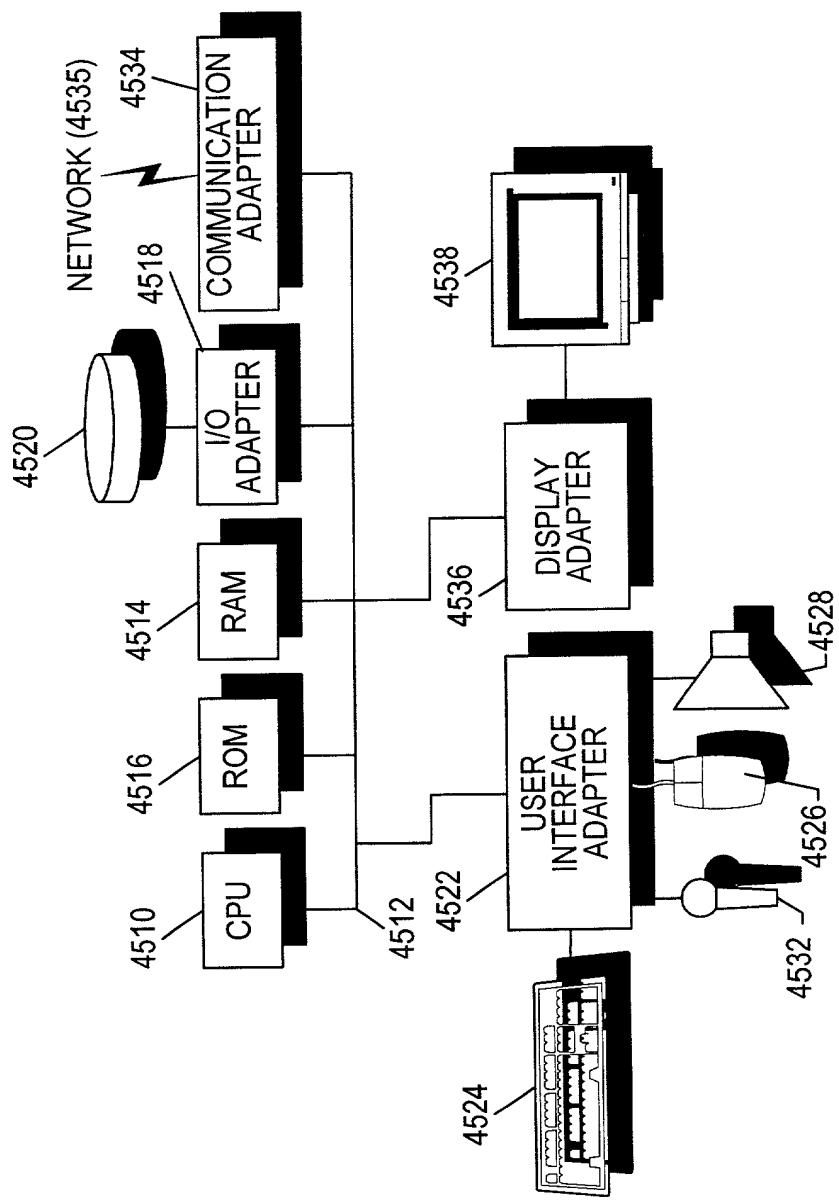
**FIG. 43C**



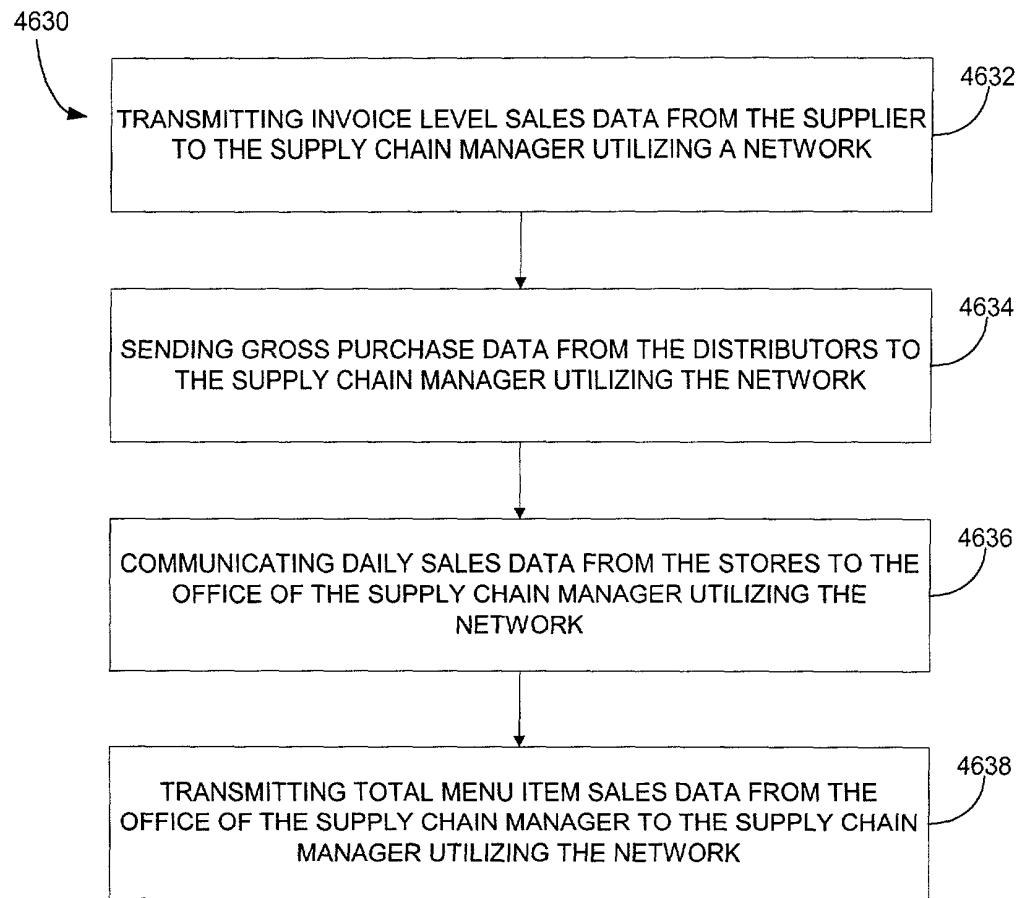
**FIG. 43D**



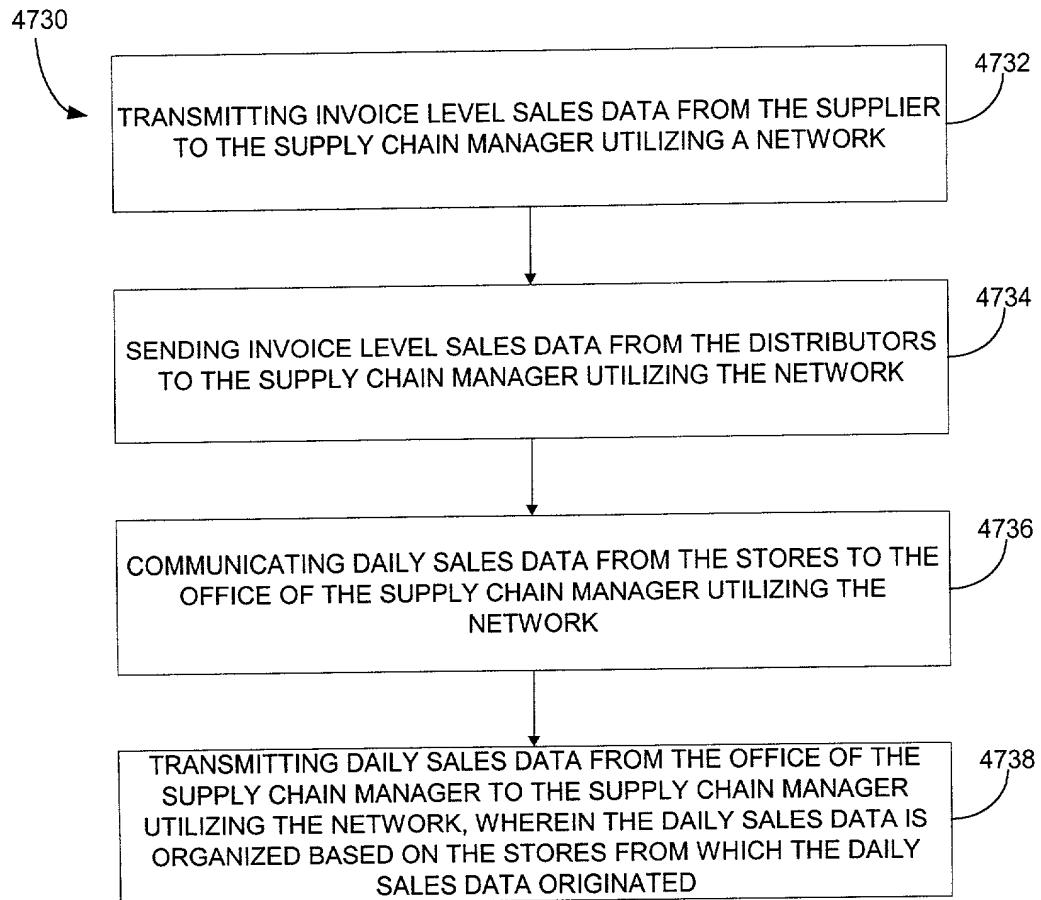
**FIG. 44**



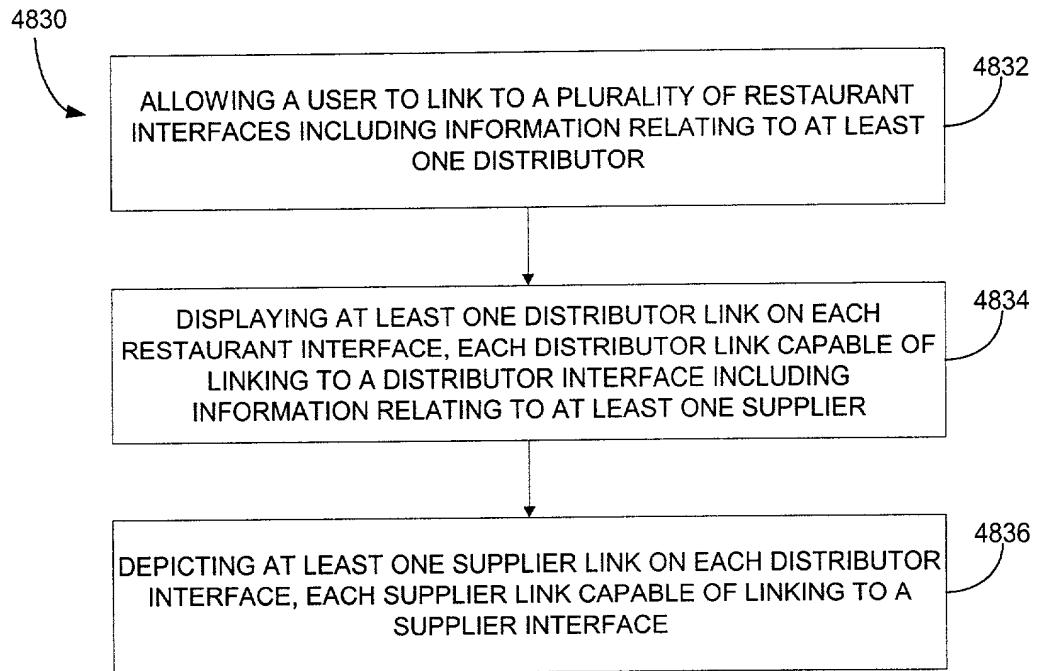
**FIG. 45**



**FIG. 46**



**FIG. 47**



**FIG. 48**

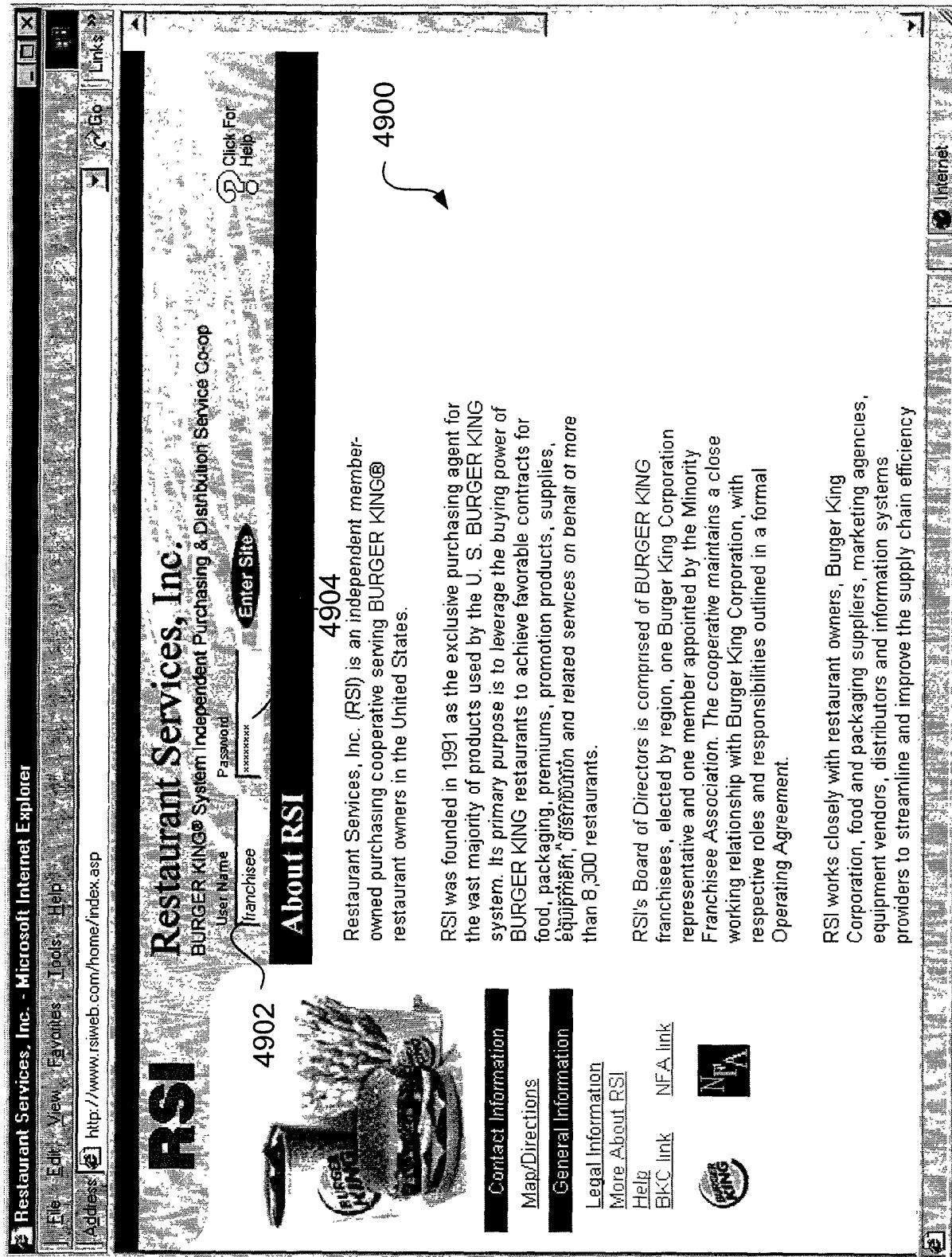
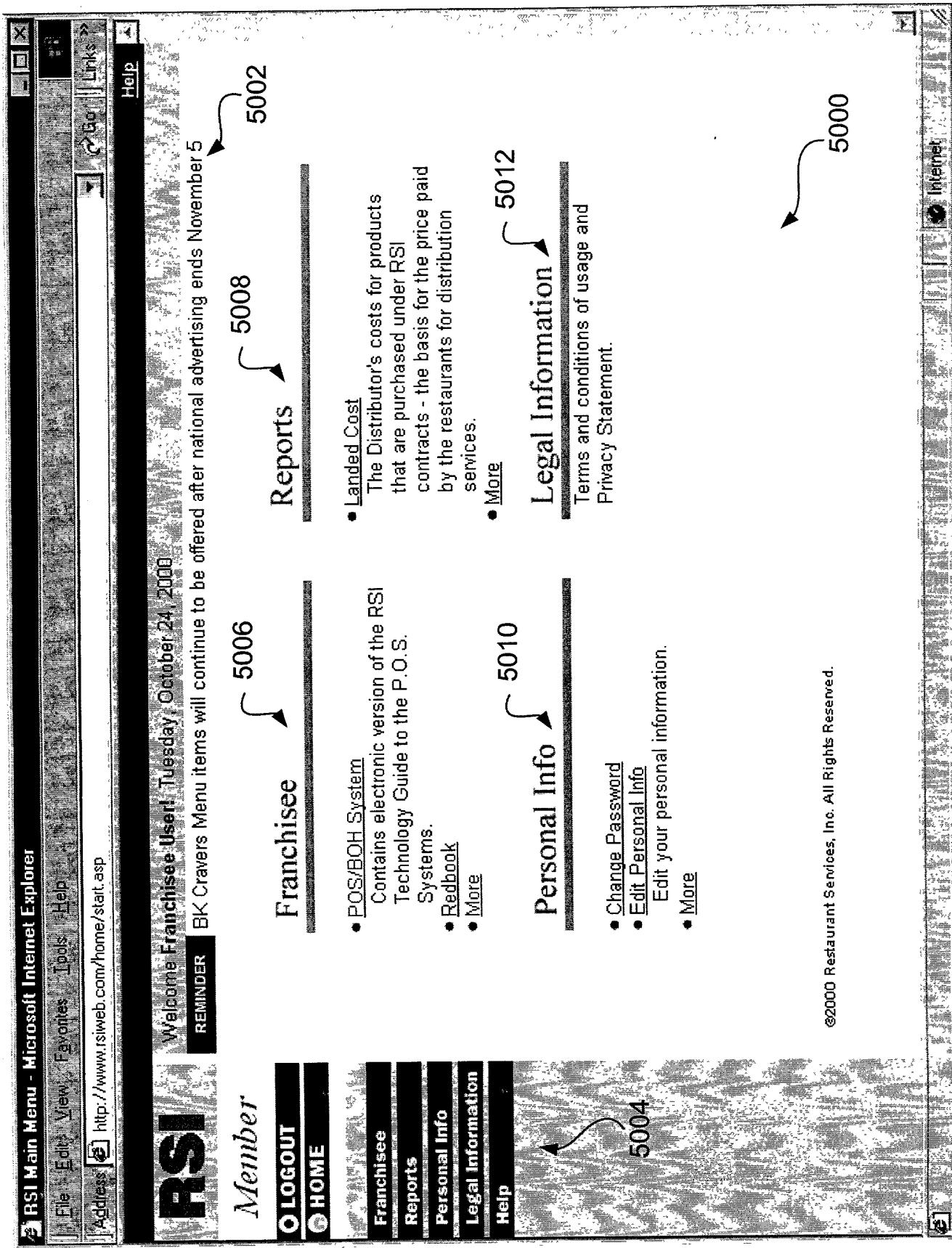
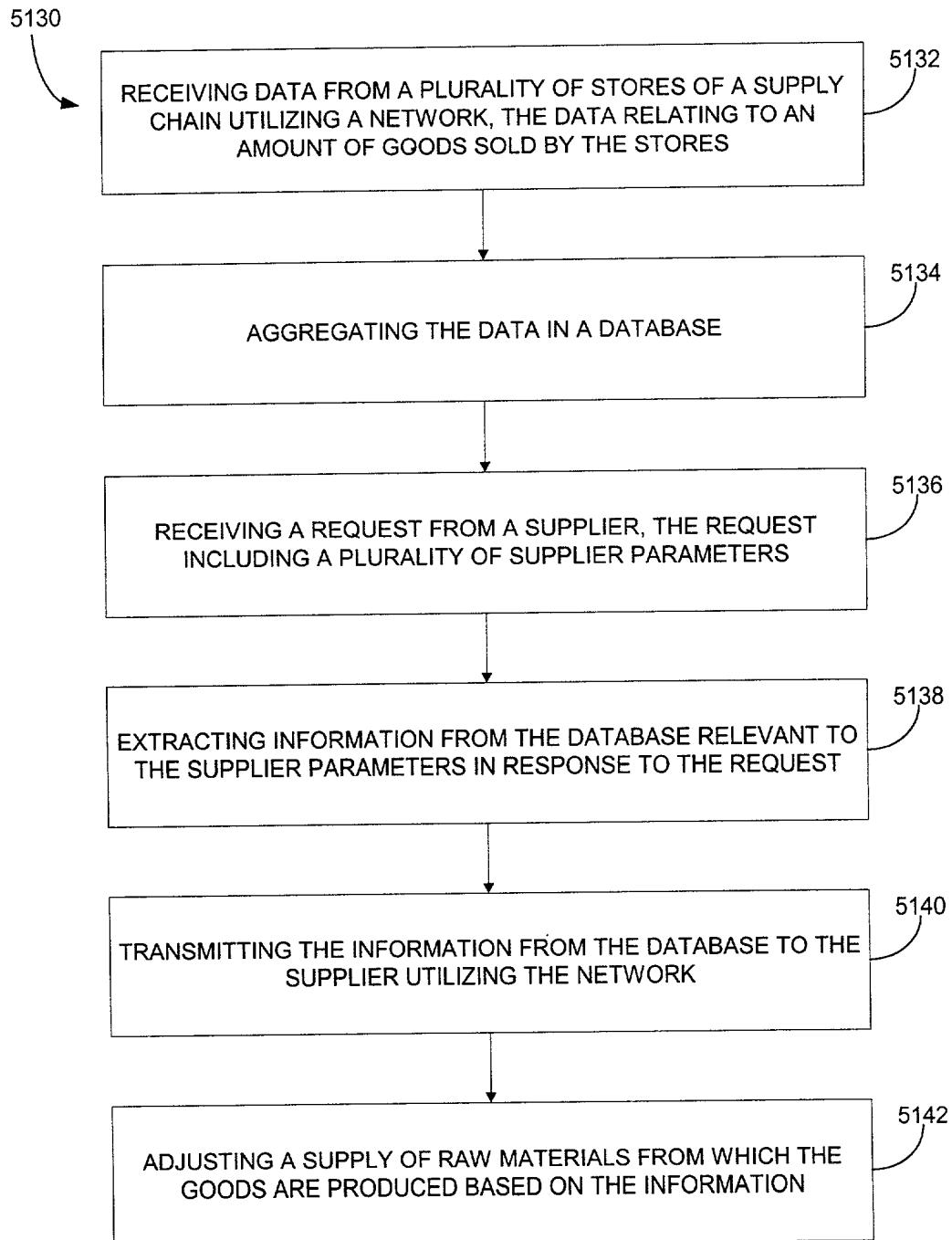


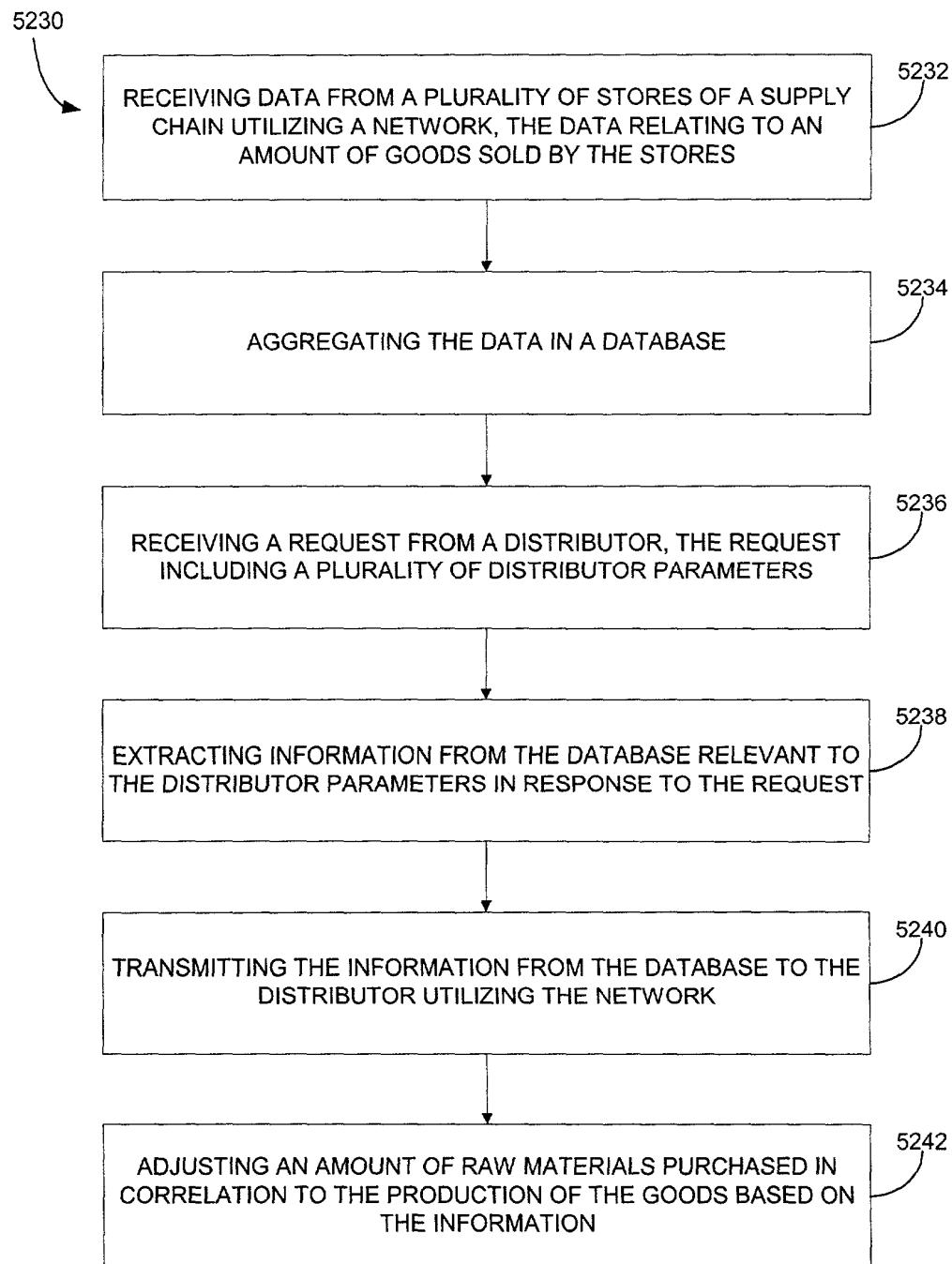
FIG. 49



**FIG. 50**



**FIG. 51**



**FIG. 52**

**RSI**

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**Address:** <http://www.rsiweb.com/rd/riposdday.asp>

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**PO\$ Implied Daily Usage - Distributor**

**Tuesday, October 24, 2000**

**5300**

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**Distribution Center: REINHART - CEDAR RAPIDS, IA**

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14 Day Rolling (Total Cases)													Week Ending	Total																						
DC Item No	Item Description	% Chg Day	14 Aug	10/23	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10	10/9	10/8	10/7	10/6	9/25	10/18													
Number of Restaurants Serviced by DC													200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200
189861	BULLSEYE	0.00%	13	21	23	18	16	16	16	16	16	21	21	21	21	21	21	21	21	21	21	109	96	80	72											
20788	MUSTARD: BULK BK	0.00%	12	19	20	16	14	14	14	14	14	19	19	19	19	19	19	19	19	19	19	110	104	104	100											
24340	MAYONNAISE: BULK BK	0.00%	134	197	21	173	156	154	153	150	150	200	200	200	200	200	200	200	200	200	200	1184	1146	1142	1108											
24966	STRAW: WRAPPED 7.75" BK	0.00%	21	33	34	27	25	24	24	24	24	34	33	33	33	33	33	33	33	33	33	189	179	186	178											
25318	FORK: WRAPPED BULK BK	0.00%	10	14	12	10	9	8	9	9	9	11	12	11	12	11	12	11	12	11	12	70	71	56	58											
25452	KNIFE: WRAPPED BULK BK	0.00%	3	3	3	3	2	2	2	2	2	3	3	3	3	3	3	3	3	3	3	2	2	18	15	8	9									
27882	KETCHUP: BULK BAG IN BOX	0.00%	89	134	142	115	104	102	101	100	100	136	139	141	141	141	141	141	141	141	141	796	771	746	743											
27890	KETCHUP: PACKETS 10g BK	0.00%	127	194	205	160	143	142	139	144	144	197	197	197	197	197	197	197	197	197	197	1112	1070	1078	1044											

**Done**

**FIG. 53**

5400

**REINHART - CEDAR RAPIDS, IA**  
**Local Promotion Summary by DC**  
**Tuesday, October 24, 2000**

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Local Promotion Option	AD	Start Date	Projected Dry Usage	Duration (In Weeks)	Participating Rest Count	Non-Participating Restaurants
32 oz. Motor Cup	Chicago, IL	5/1/00	85	98	8	
	Davenport-RI-Moline, IA	6/1/00	85	92	17	
	Des Moines-Ames, IA	7/1/00	85	17	28	
	Omaha, NE	7/1/00	85	17	50	
	Peoria, IL	6/1/00	85	99	17	
	Sioux City, IA	6/26/00	95	99	10	
	Springfield-Decatur-Champaign, IL	6/1/00	85	99	1	
<b>32 oz. Motor Cup Total</b>					<b>131</b>	
<b>Big King</b>	<b>Cedar Rapids-Marietta-Dubuque, IA</b>		<b>99</b>	<b>19</b>		
	Davenport-RI-Moline, IA	4/15/00	99	17		
	Ottumwa-Kirkville, IA	4/15/00	99	3		
<b>Big King Total</b>					<b>39</b>	
<b>Pancake Minis</b>	<b>Chicago, IL</b>	<b>5/15/00</b>	<b>20</b>	<b>99</b>	<b>8</b>	
	<b>Peoria, IL</b>	<b>5/1/00</b>	<b>20</b>	<b>99</b>	<b>17</b>	
	<b>Sioux City, IA</b>	<b>4/15/00</b>	<b>20</b>	<b>99</b>	<b>10</b>	
<b>Pancake Minis Total</b>					<b>35</b>	

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Address: http://test.rsilink.com/dc/d\_ipromodetail.asp?dc=26576

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**FIG. 54**

POS Implied Daily Usage - Supplier - Microsoft Internet Explorer

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Address: [http://www.rsiweb.com/supplier/s\\_jphosdaily.asp?report=true](http://www.rsiweb.com/supplier/s_jphosdaily.asp?report=true)

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**POS Implied Daily Usage - Supplier**  
Tuesday, October 24, 2000

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**Supplier: TYSON FOODS**

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14 Day Rolling (Total Cases)

FOB Point	DC	RS Item No	Item Description	14 Day Rolling (Total Cases)												Week Ending Total
				% Chg Day Avg	10/23	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	
<b>TOTAL</b>																790
<b>Total of DC Locations</b>																774
8	CHICKEN-PATTY	0.00%	90	97	144	111	100	98	95	100	134	137	125	100	100	785
7	CHICKEN-BK BROILER	0.00%	35	51	60	48	45	43	43	40	53	60	48	45	41	330
8	CHICKEN-TENDERS	0.00%	222	315	337	255	240	229	226	248	348	336	255	228	223	1,815
<b>CHICKEN-CRISPS</b>																1,608
<b>CHICKEN-CRISPS</b>																1,418
<b>CHICKEN-CRISPS</b>																1,203

**Done** **Internet**

5500

**FIG. 55**

**Restaurant Landed Cost Verification Report - Microsoft Internet Explorer**

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Address  Links >

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**RSI**

**Landed Cost Report**

Member Restaurant Number:  Date:  Retrieve

Printer Friendly Version Restaurant Landed Cost Verification Report

Report Date: Sunday, October 22, 2000

Report Contact: Robert Harris  
Contact Number: 305-529-3409

Restaurant Number: 0003473

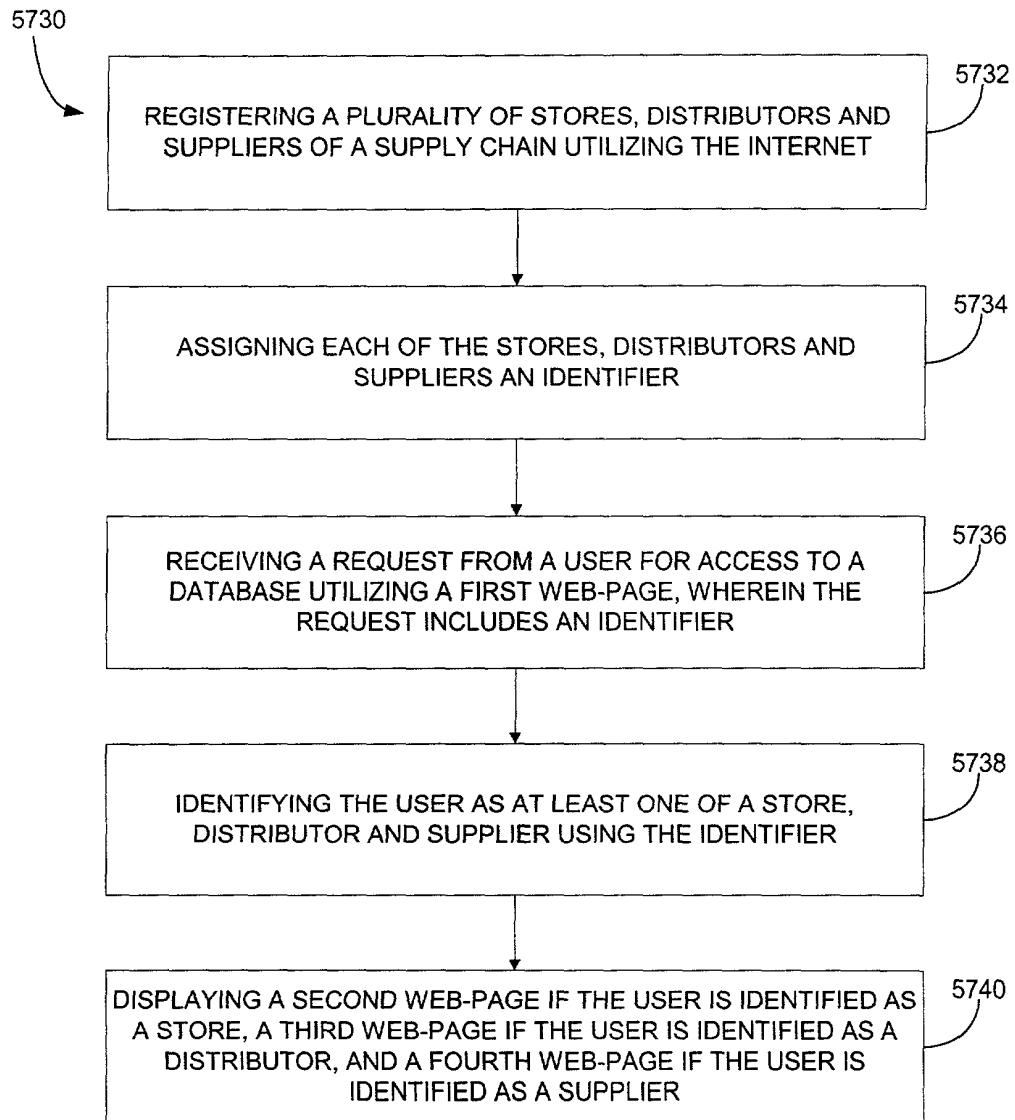
Distribution Center: REINHART - CEDAR RAPIDS, IA

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DC Item No	RSI Item No	RSI Item Description	DC Cost	Markup	Rest Cost
10340	4438	REGISTER TAPE-THERMAL 25' X 198'	\$21.27	\$1.57	\$22.84
12860	3586	SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$5.87	\$1.57	\$7.44
18088	368	SAUCE-BULK KRAFT BULLSEYE	\$24.48	\$1.57	\$26.05
18432	4473	COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$46.07
20788	87	MUSTARD, BULK 5GAL	\$6.45	\$1.57	\$8.02
20940	4281	WRAP-LOCAL OPTION	\$29.78	\$1.57	\$31.35
24340	86	SAUCE-BULK MAYONNAISE	\$7.91	\$1.57	\$9.38
24500	4270	WATER ICE MOUNTAIN 5L	\$6.41	\$1.57	\$7.98

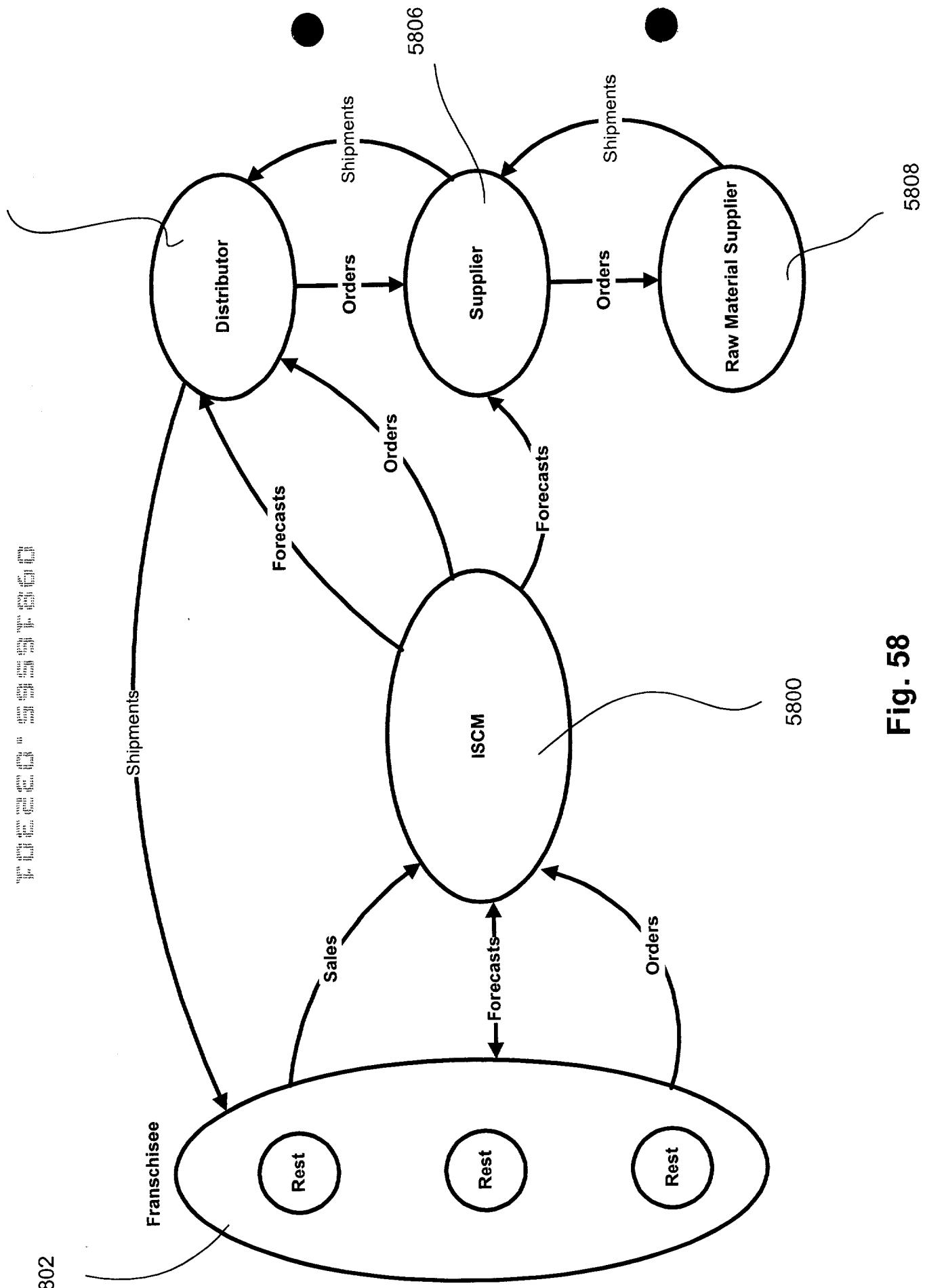
Done

**FIG. 56**

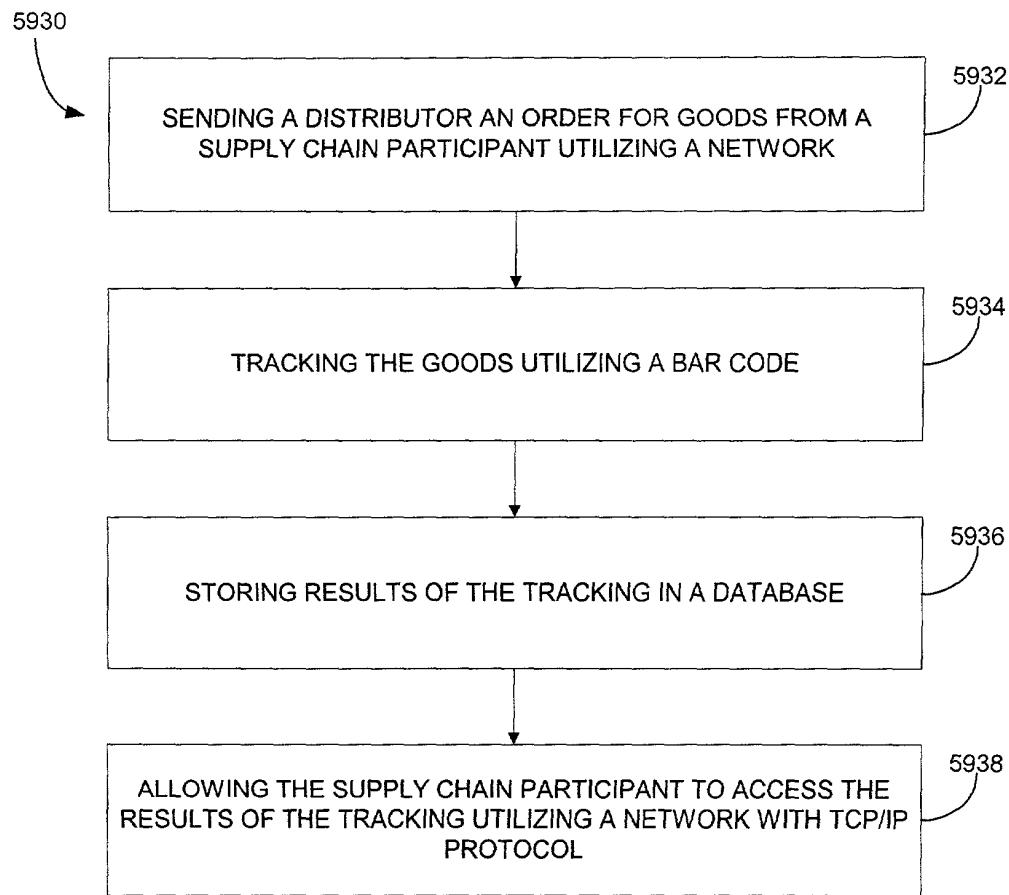


**FIG. 57**

5804  
5802  
5806  
5800  
5808

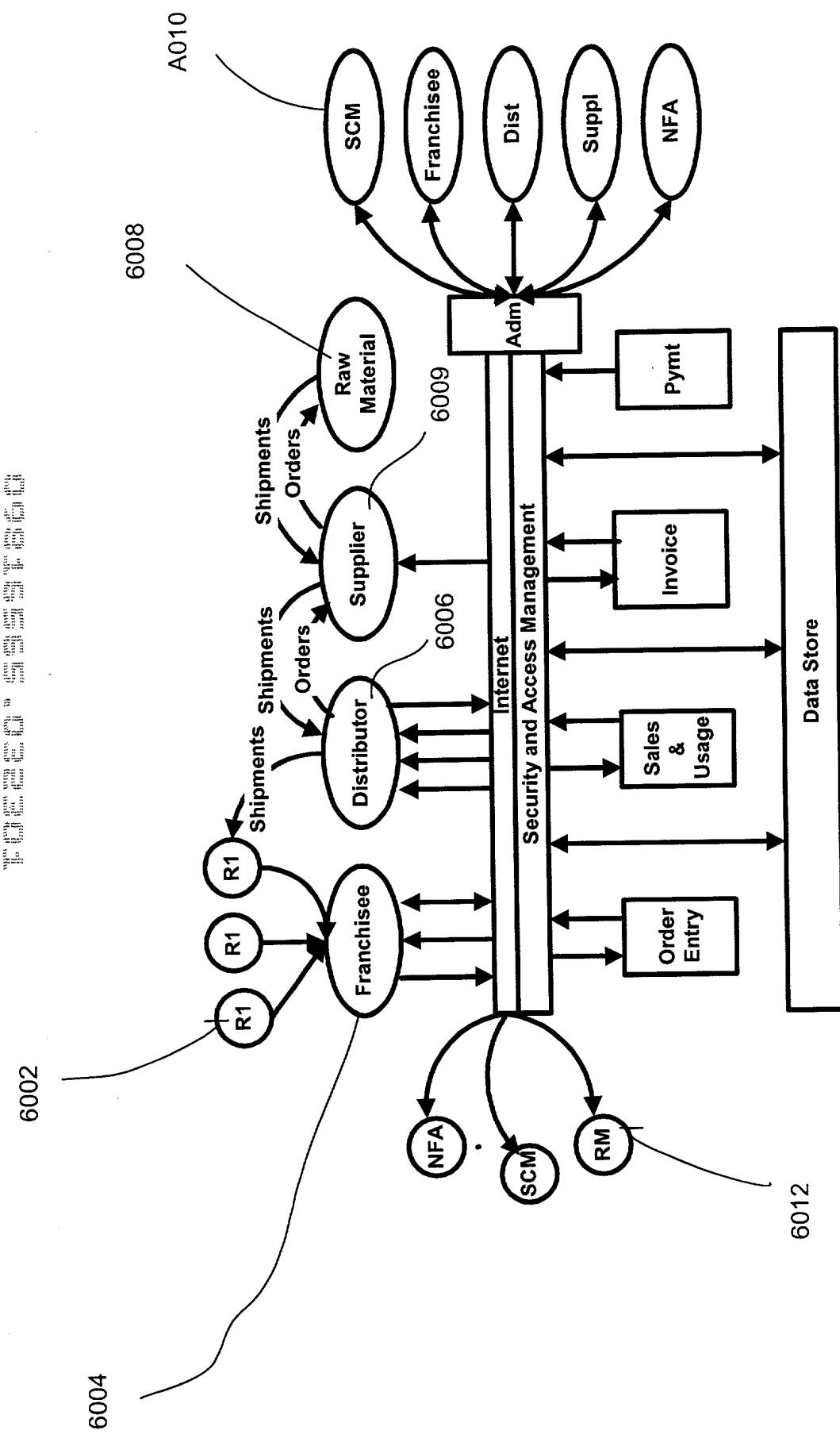


**Fig. 58**



**FIG. 59**

Fig. 60



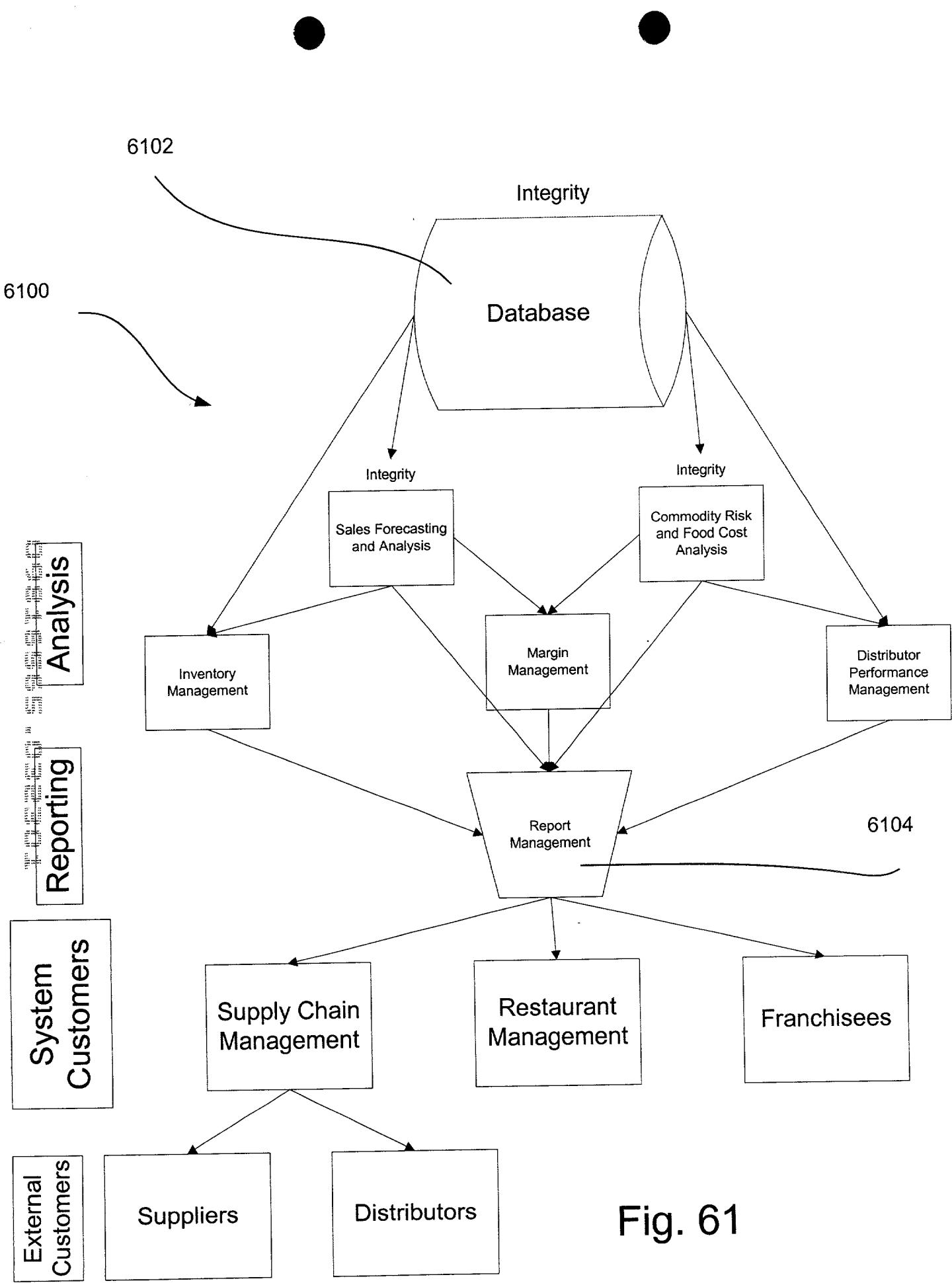
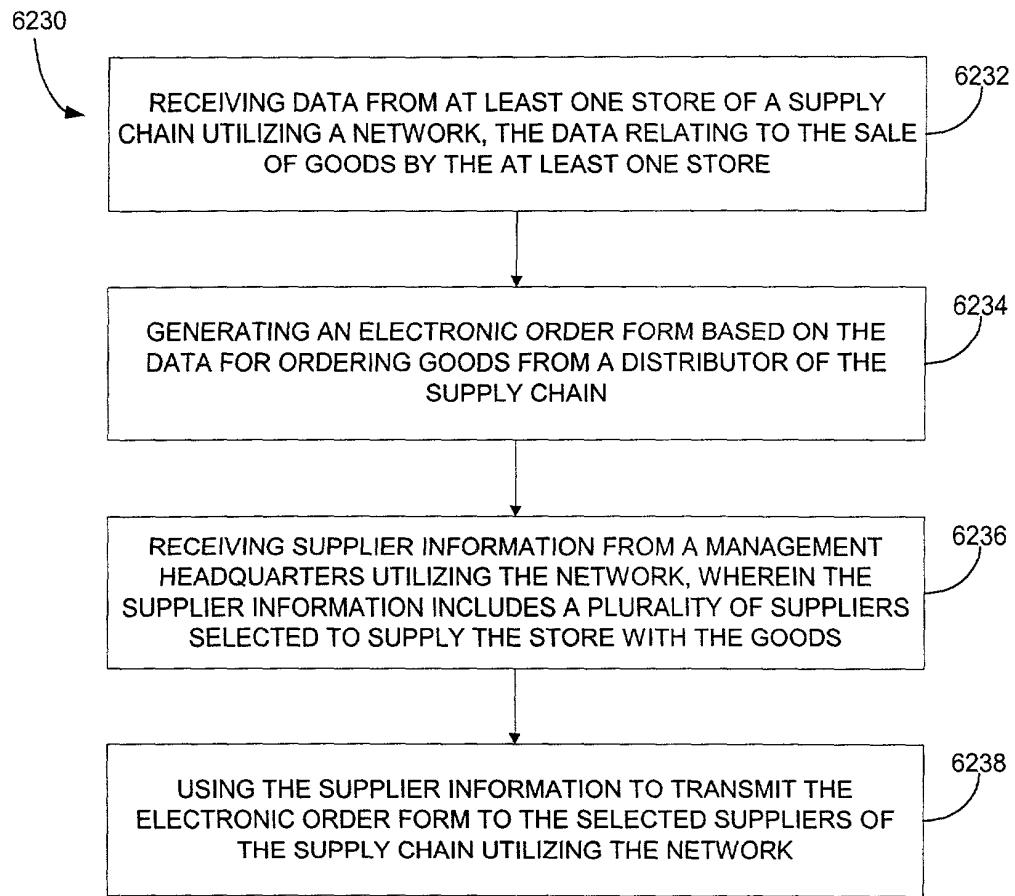


Fig. 61



**FIG. 62**

6300

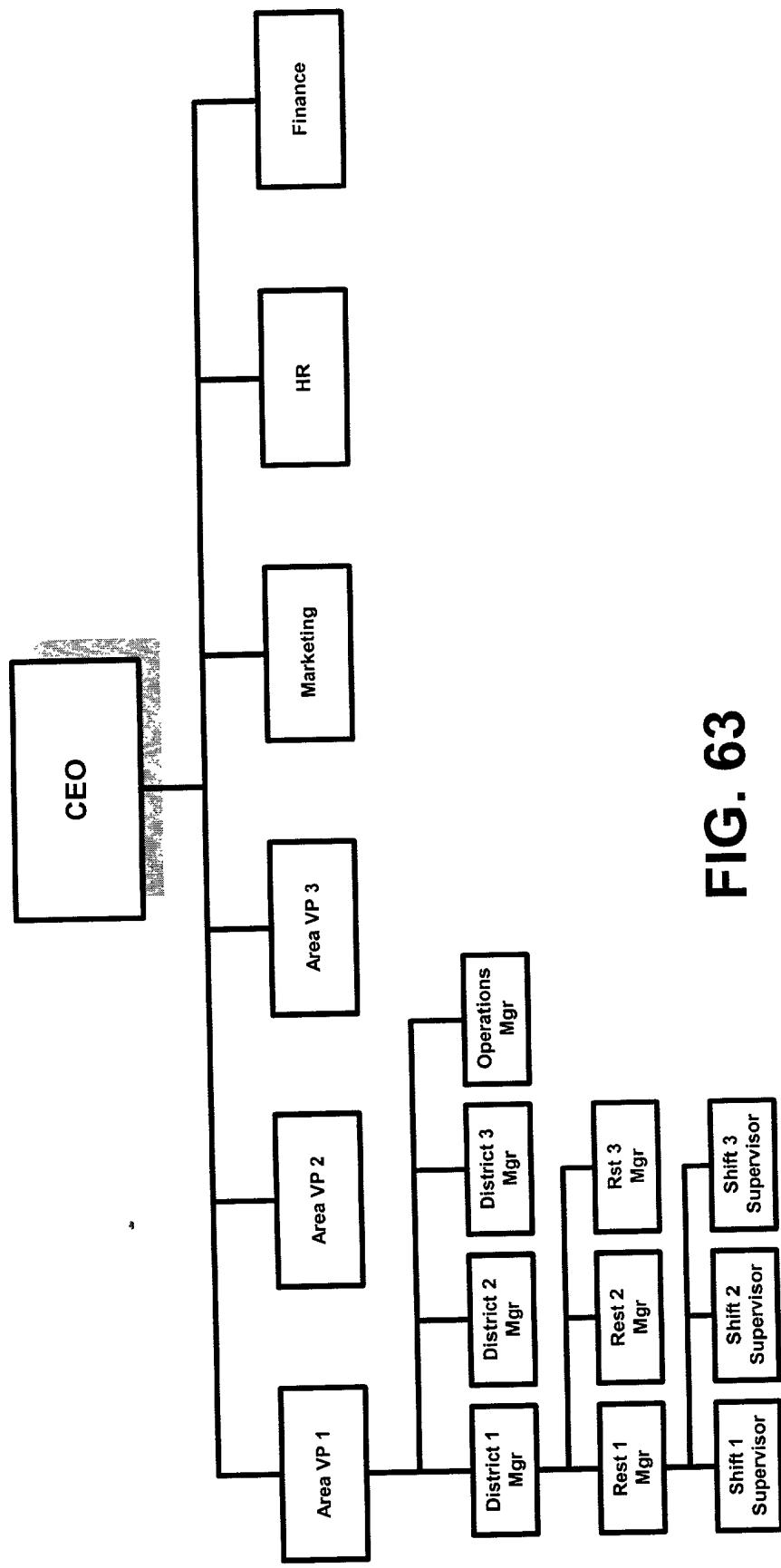
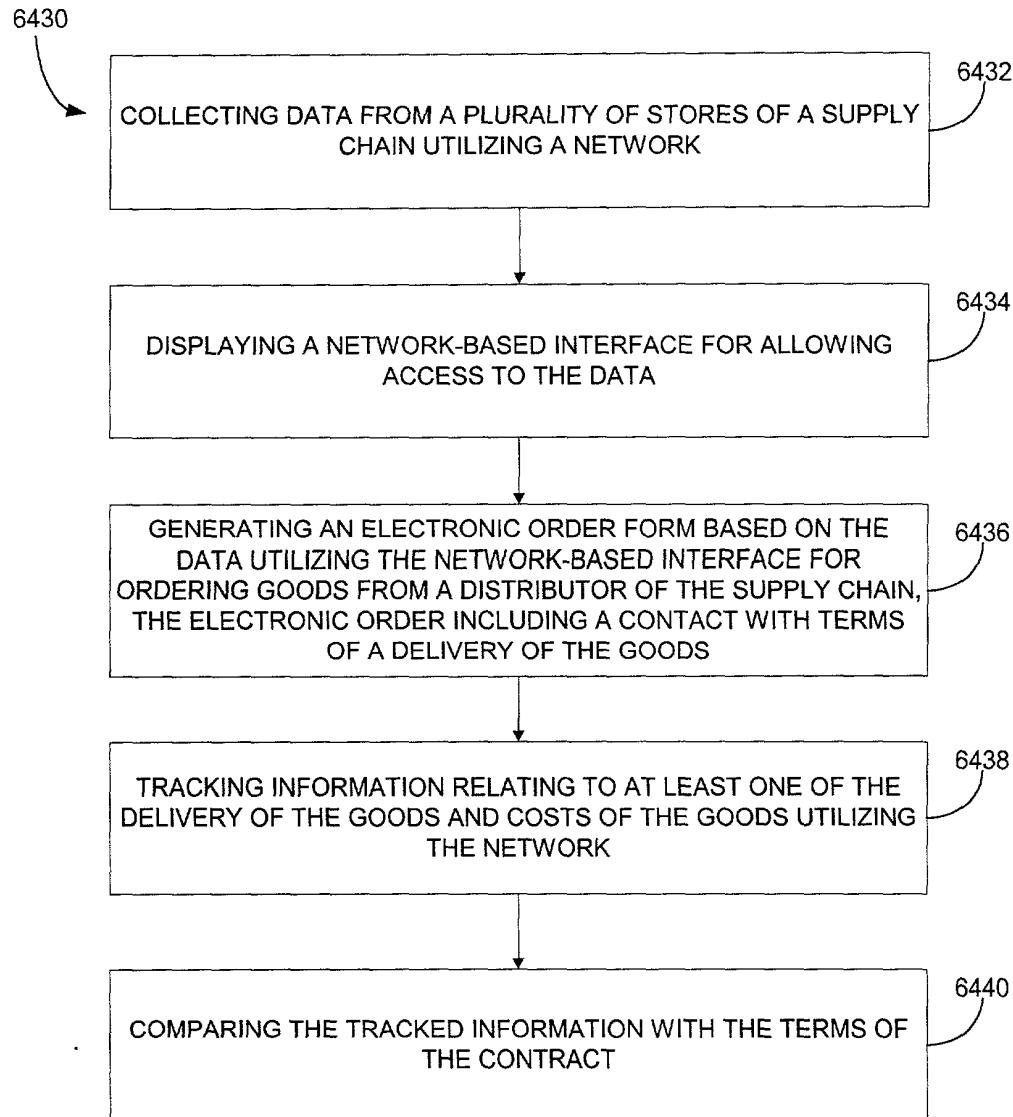
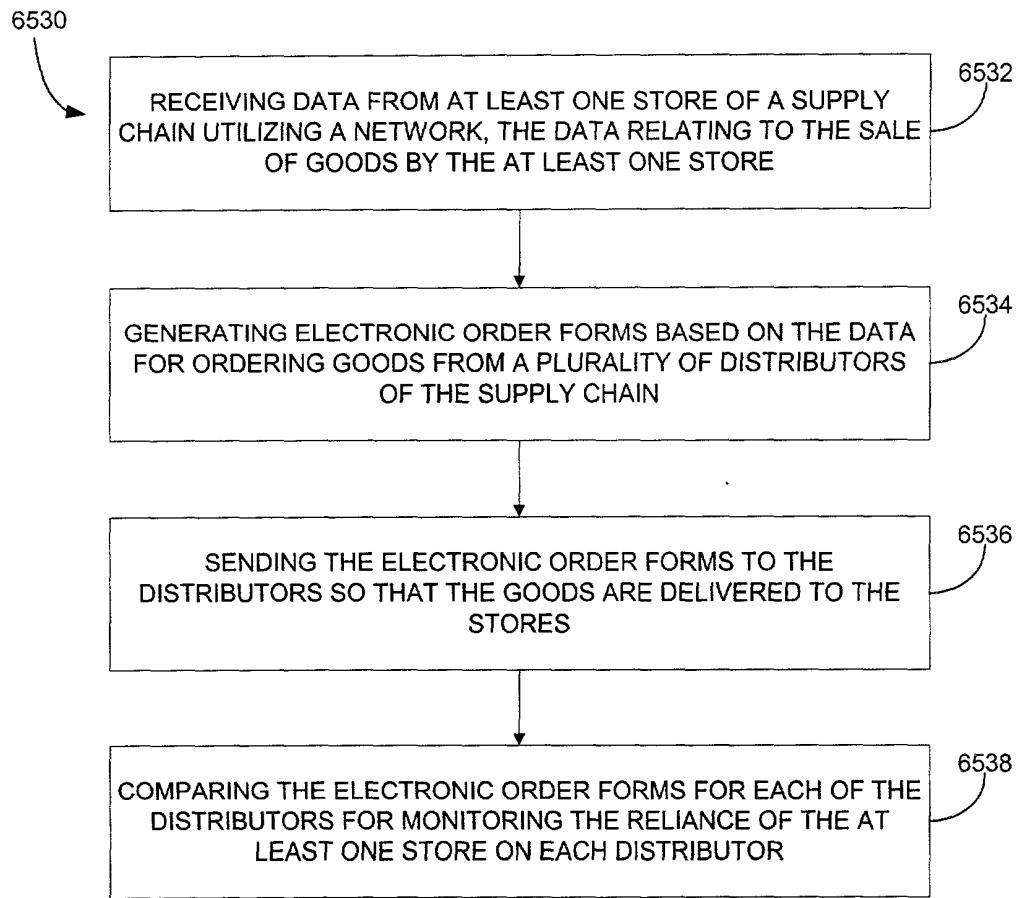


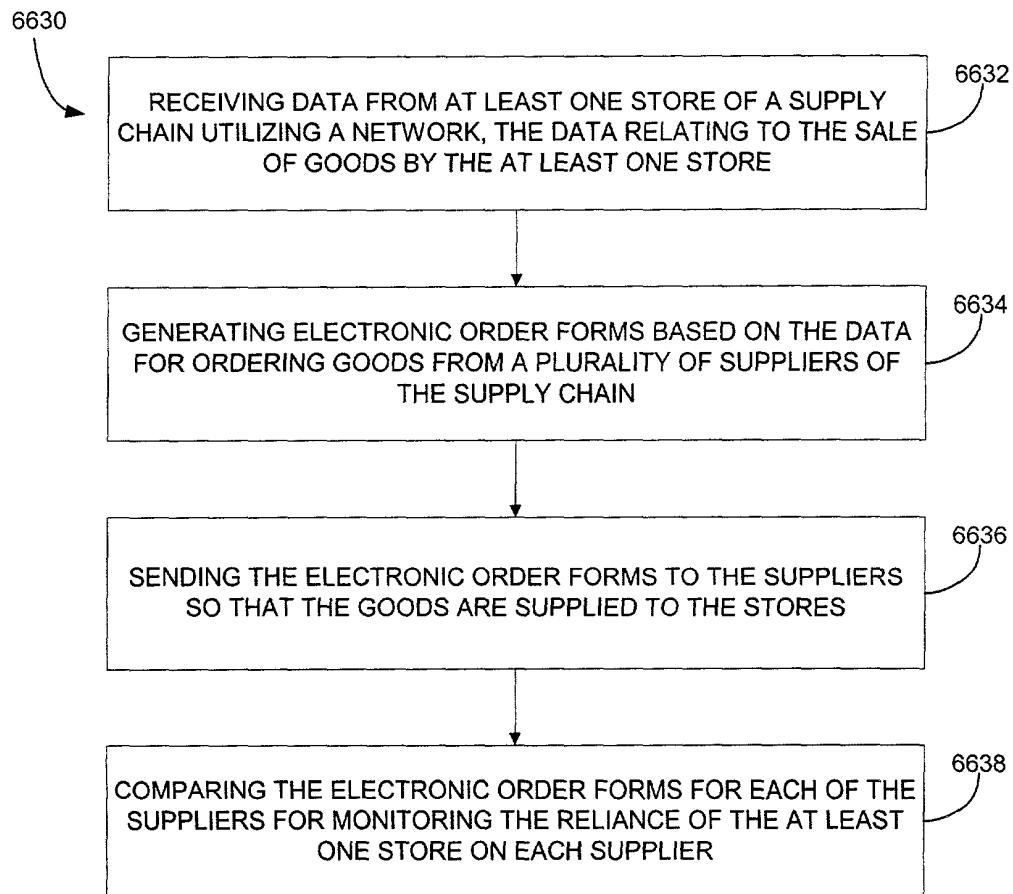
FIG. 63



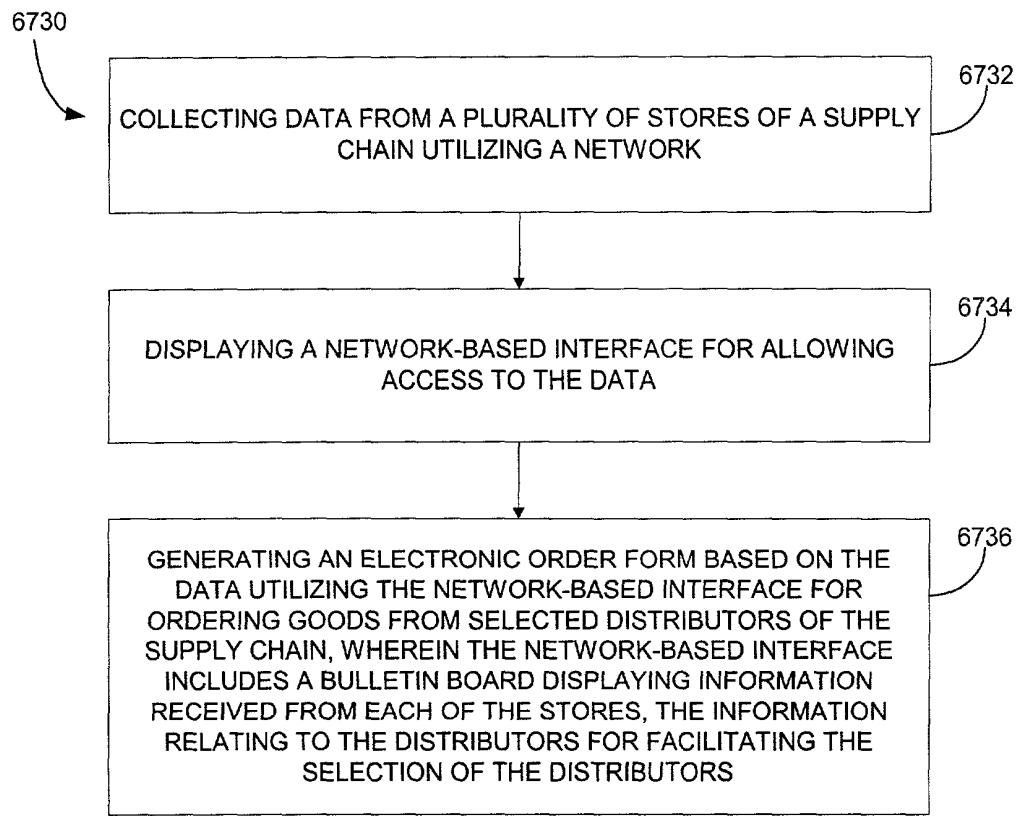
**FIG. 64**



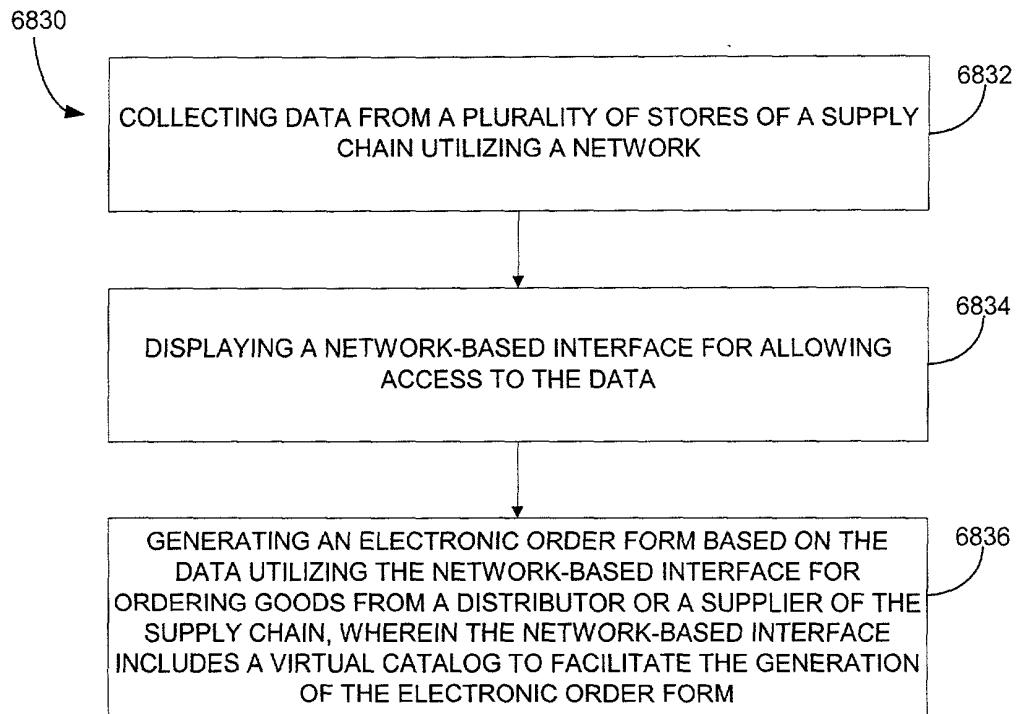
**FIG. 65**



**FIG. 66**

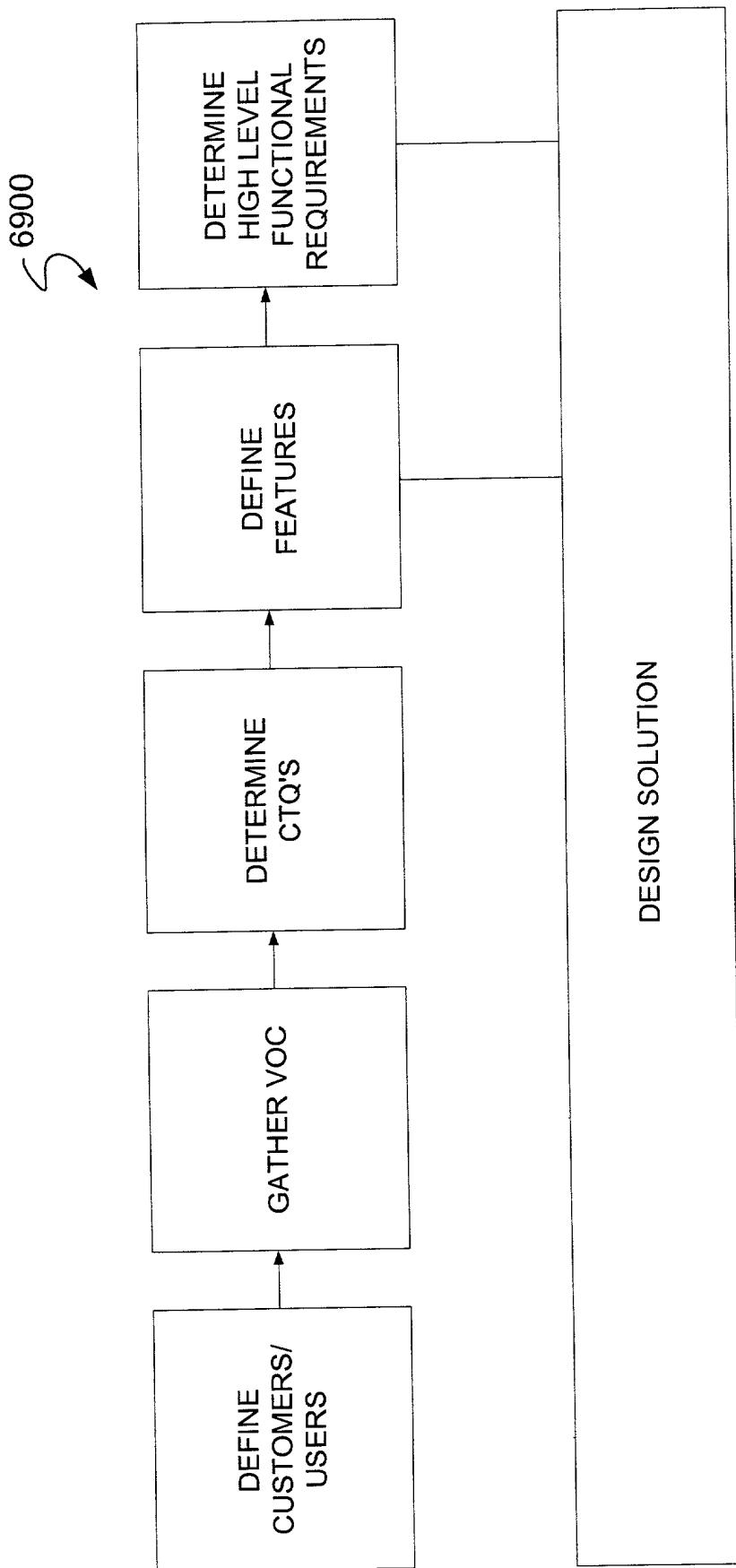


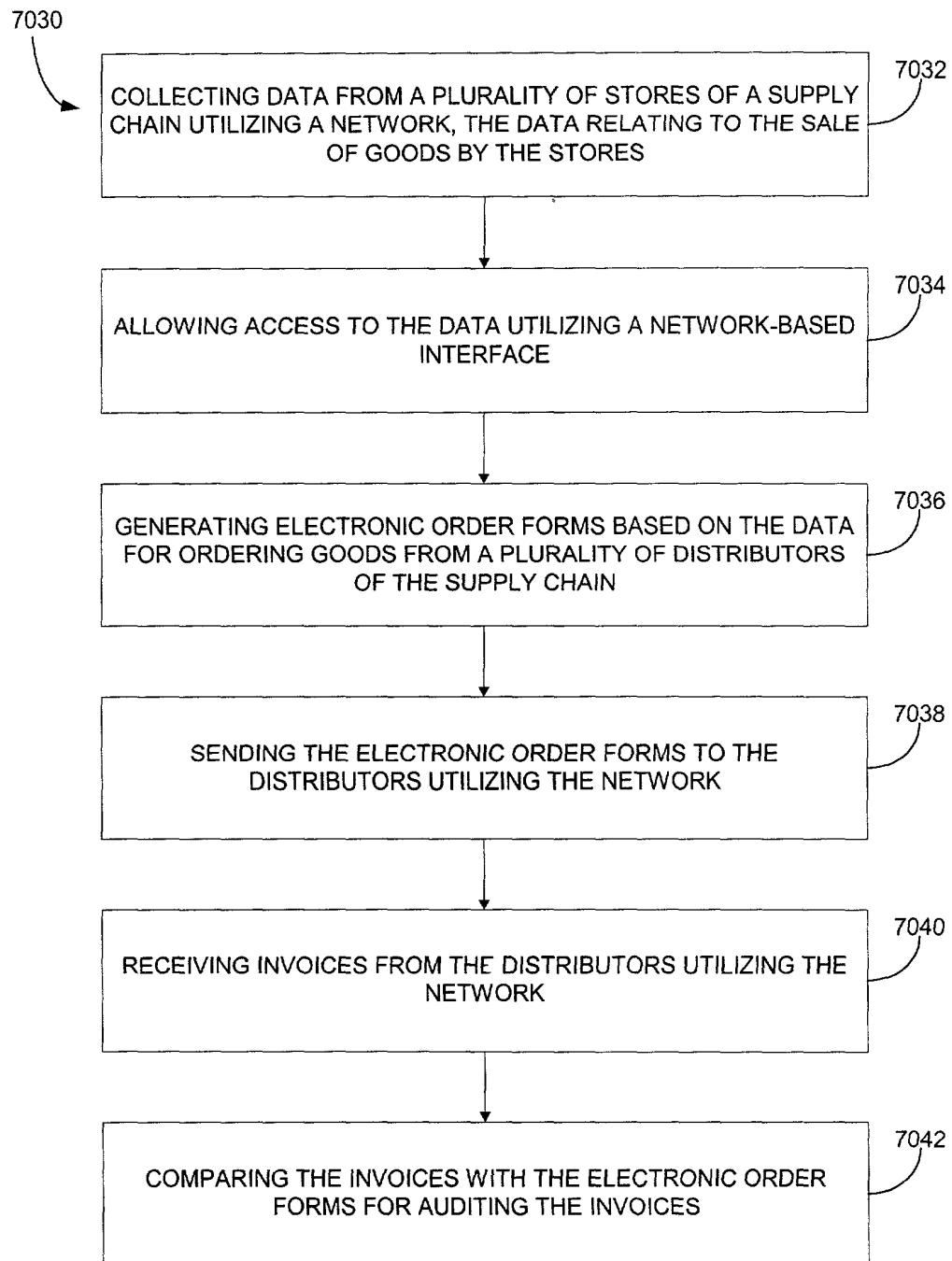
**FIG. 67**



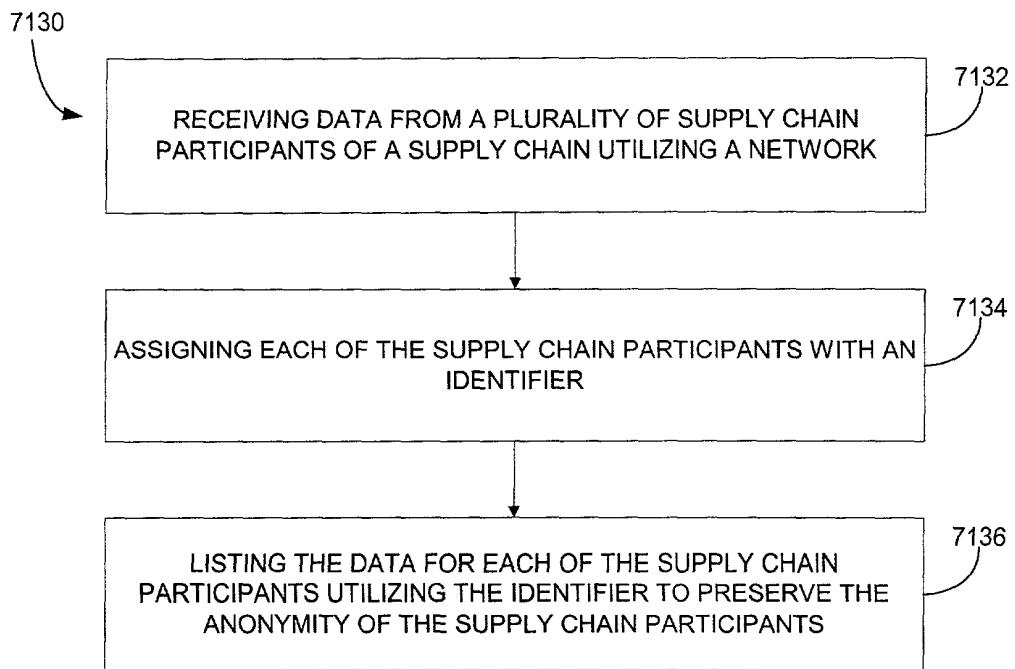
**FIG. 68**

**FIG. 69**

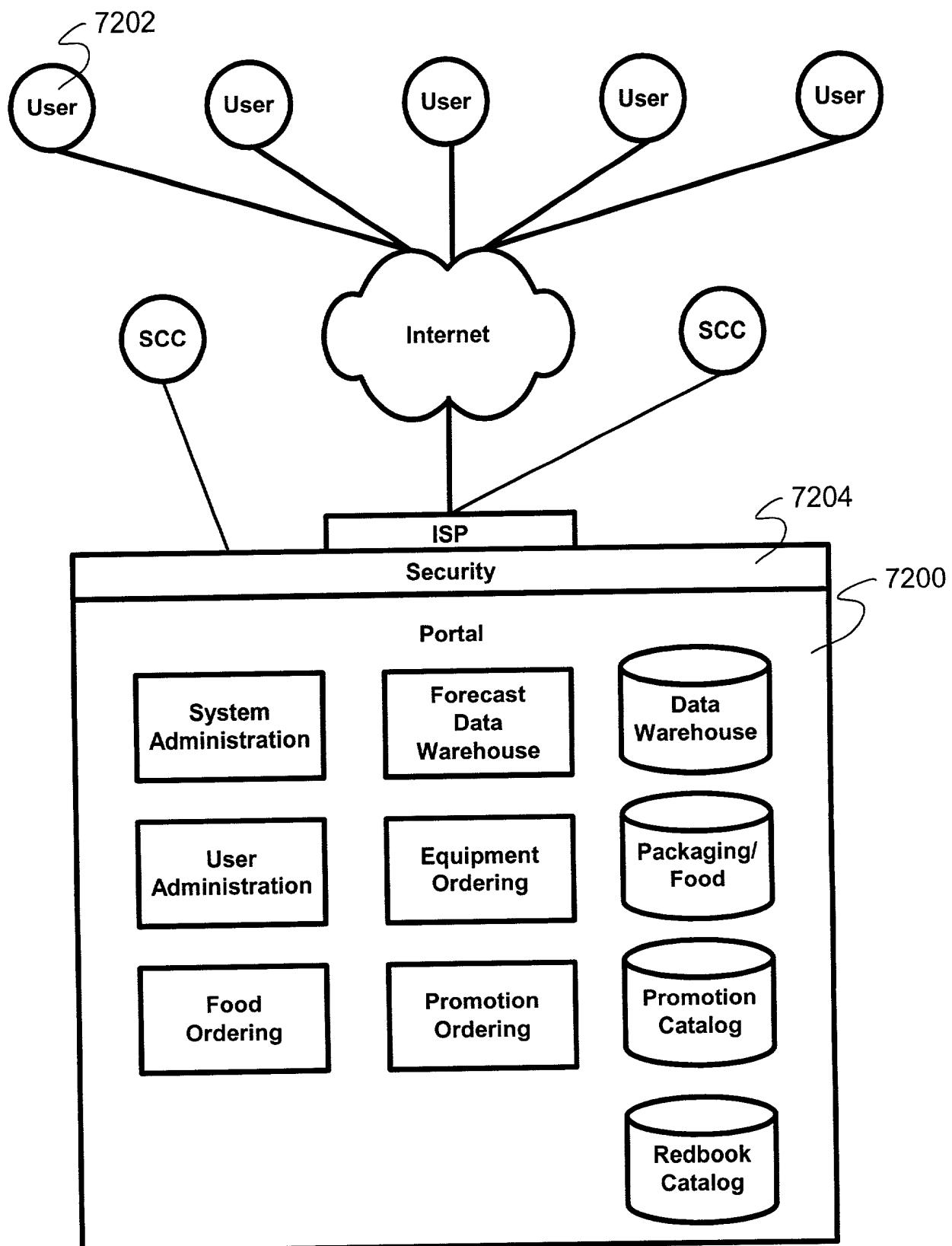




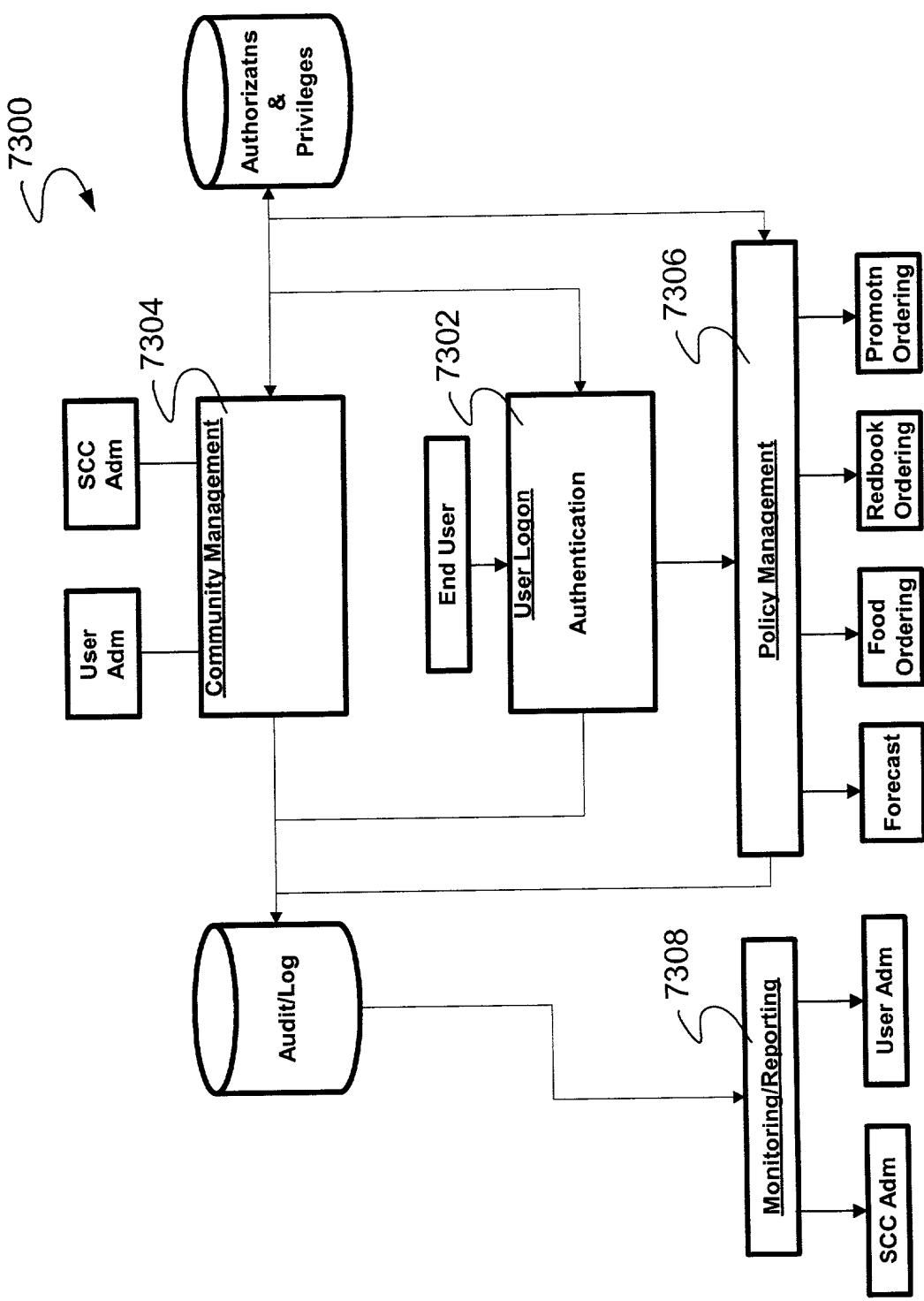
**FIG. 70**



**FIG. 71**

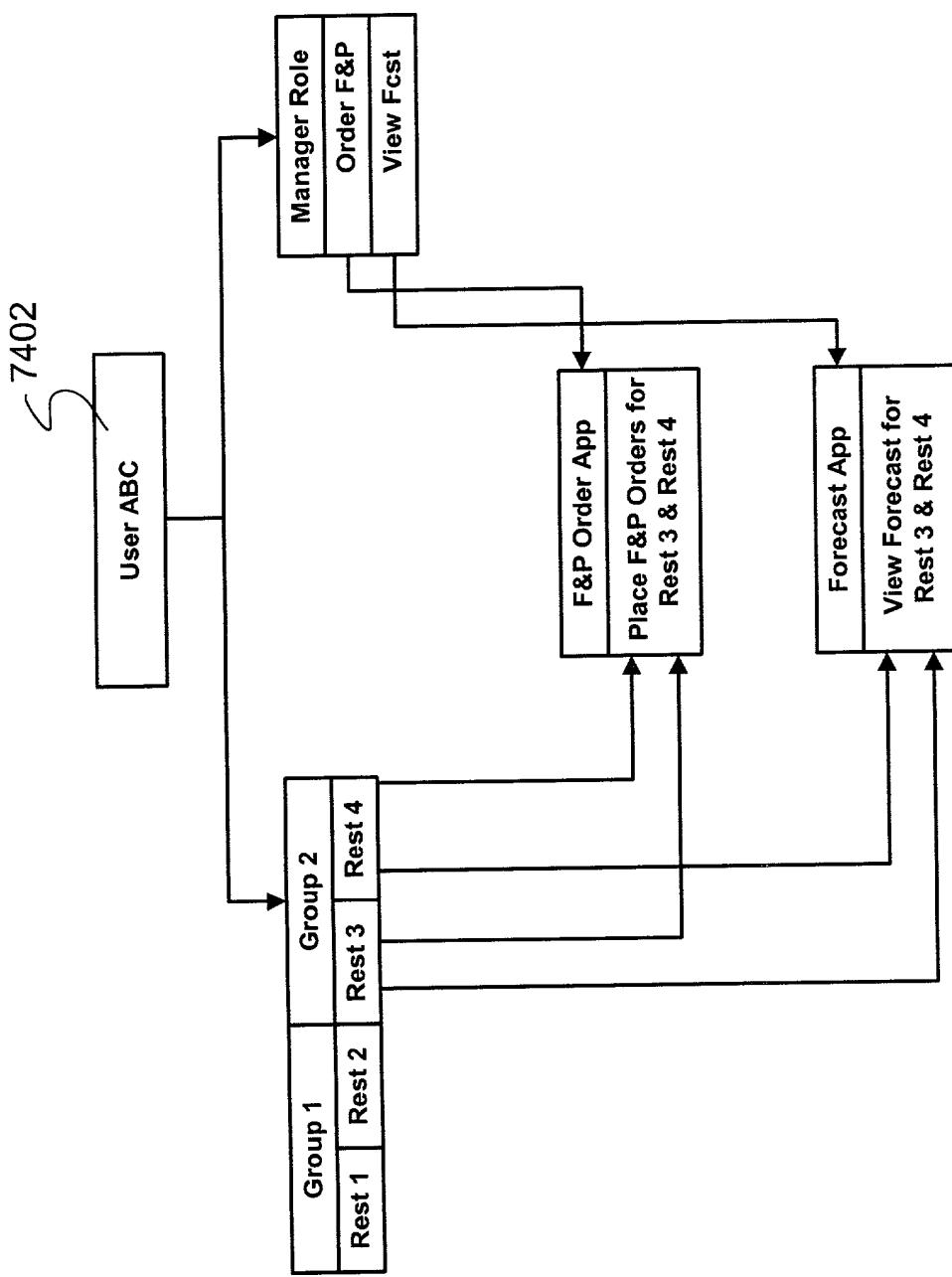


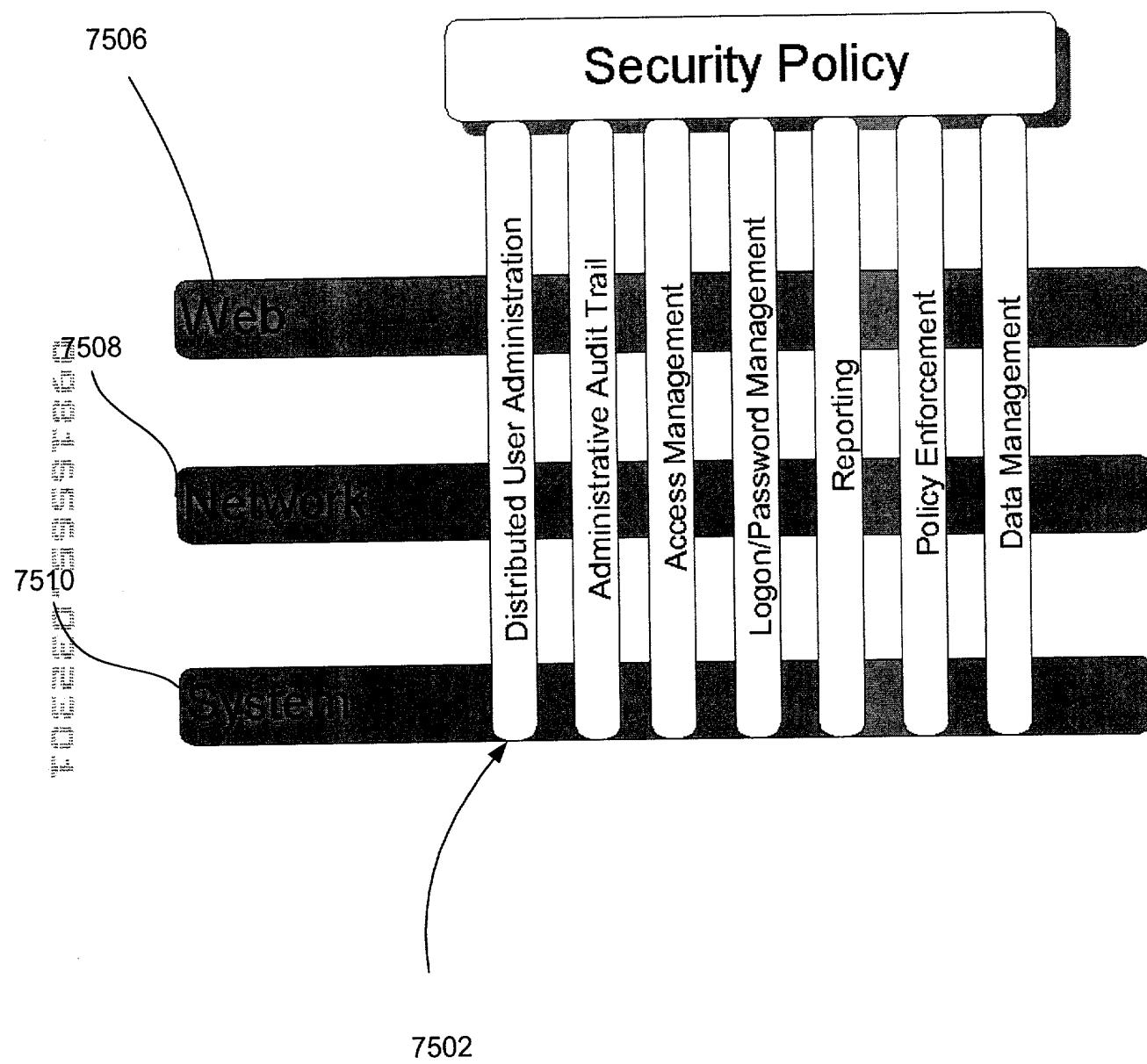
**FIG. 72**



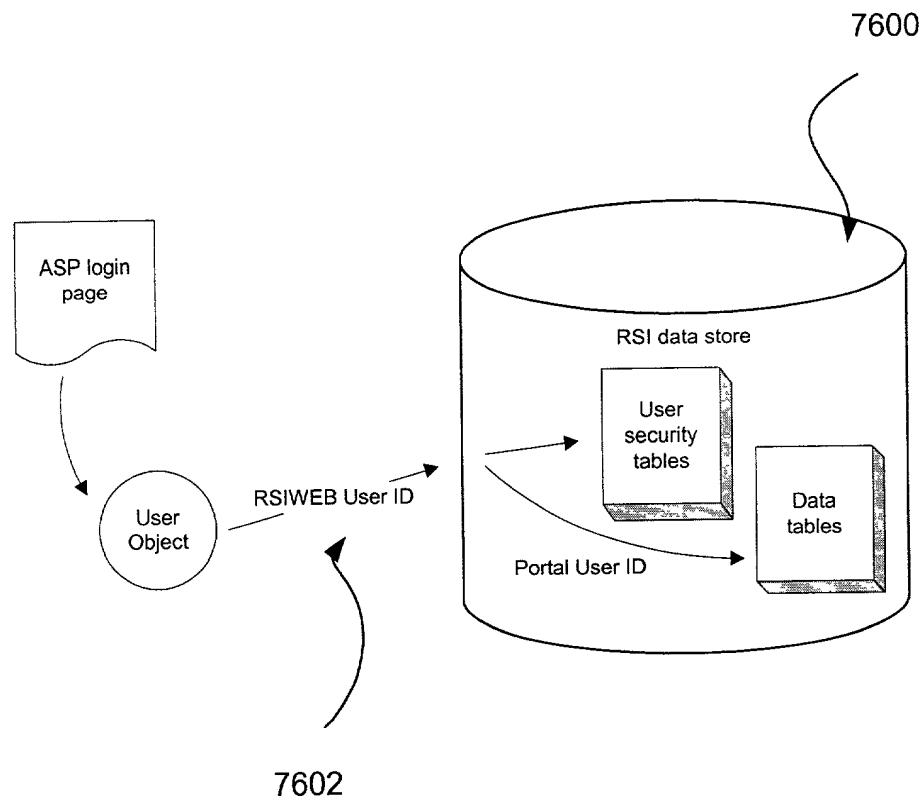
**FIG. 73**

**FIG. 74**





**Fig. 75**



**Fig. 76**

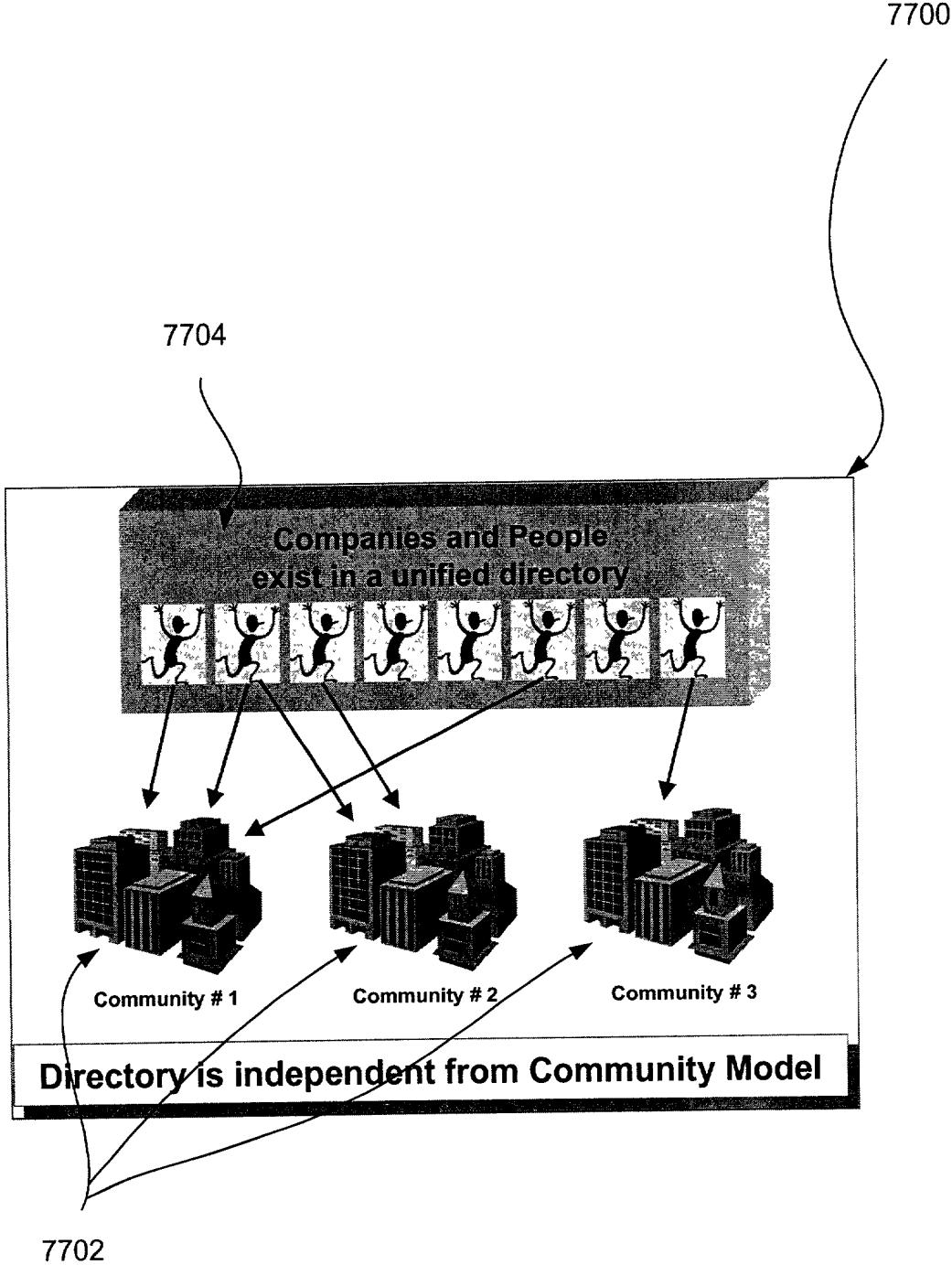


Fig. 77

7800

7802

7804

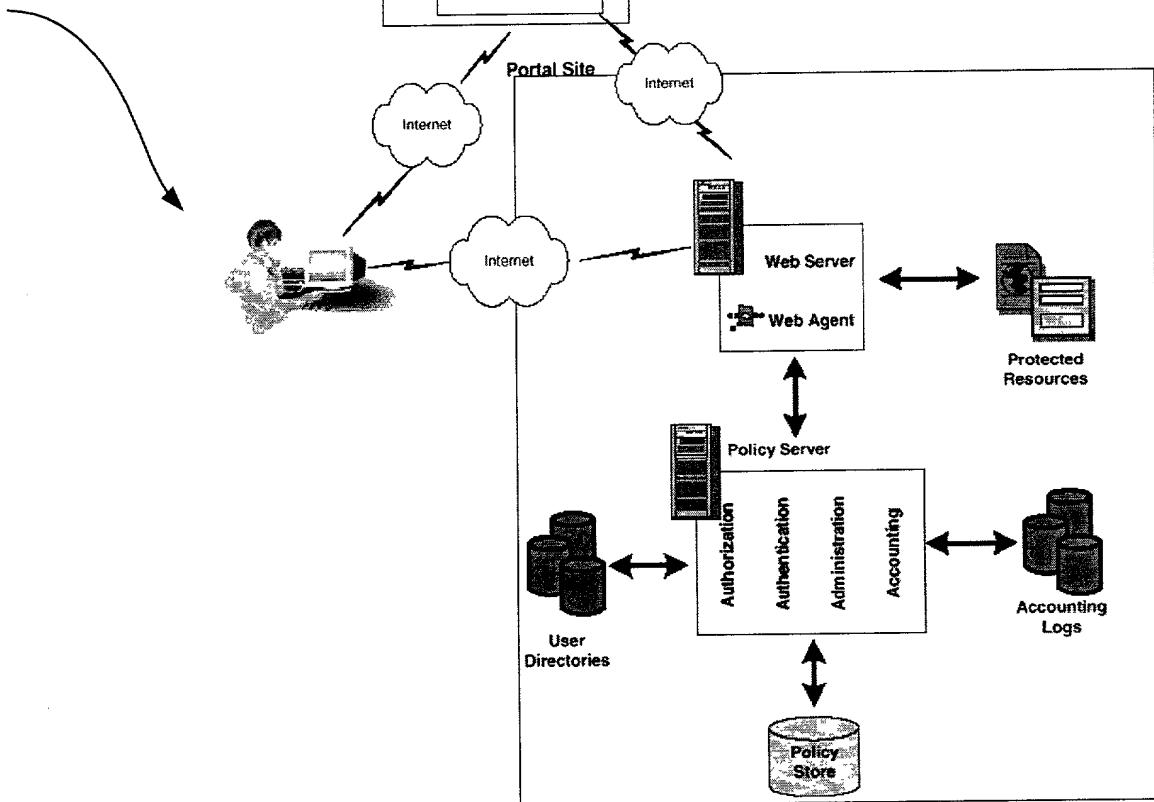


Fig. 78

7900



7902

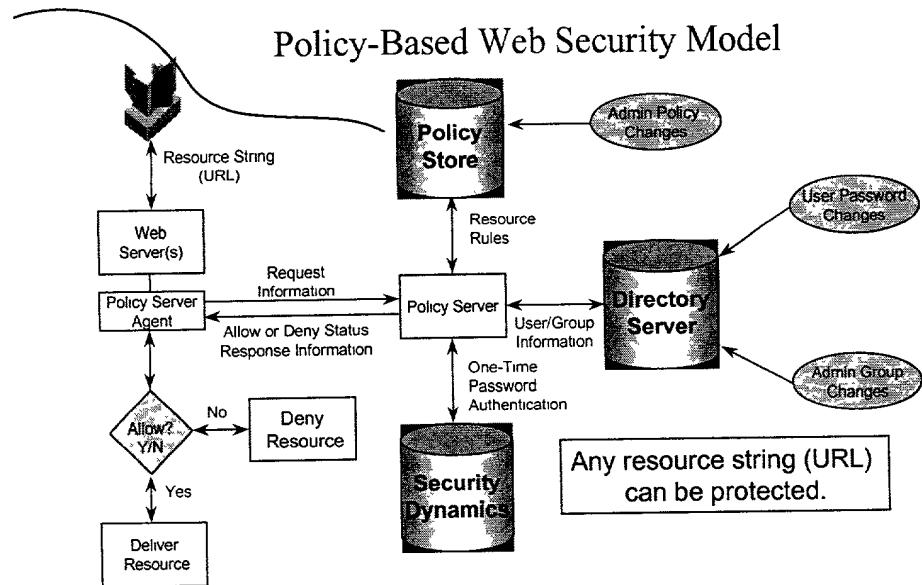
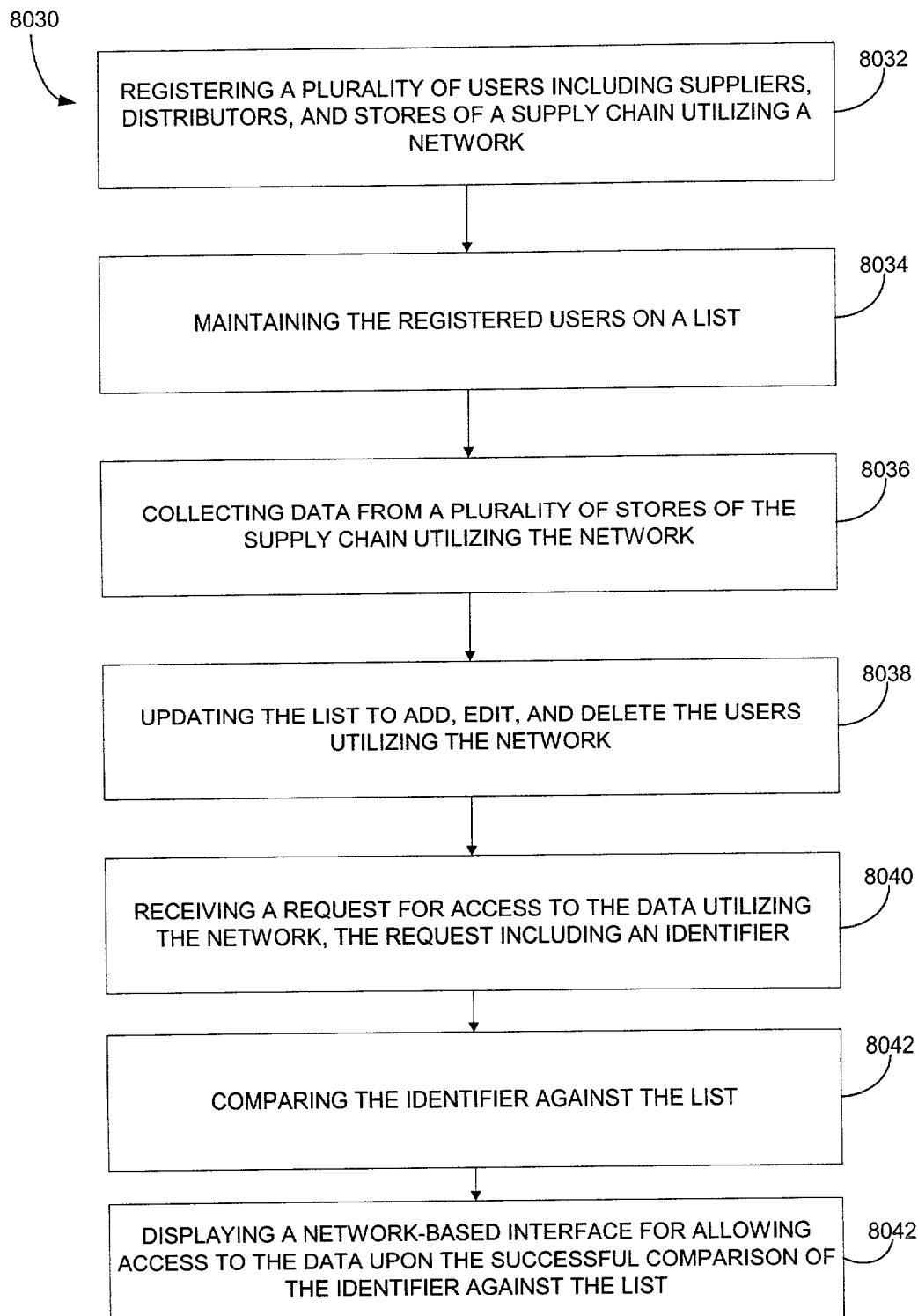
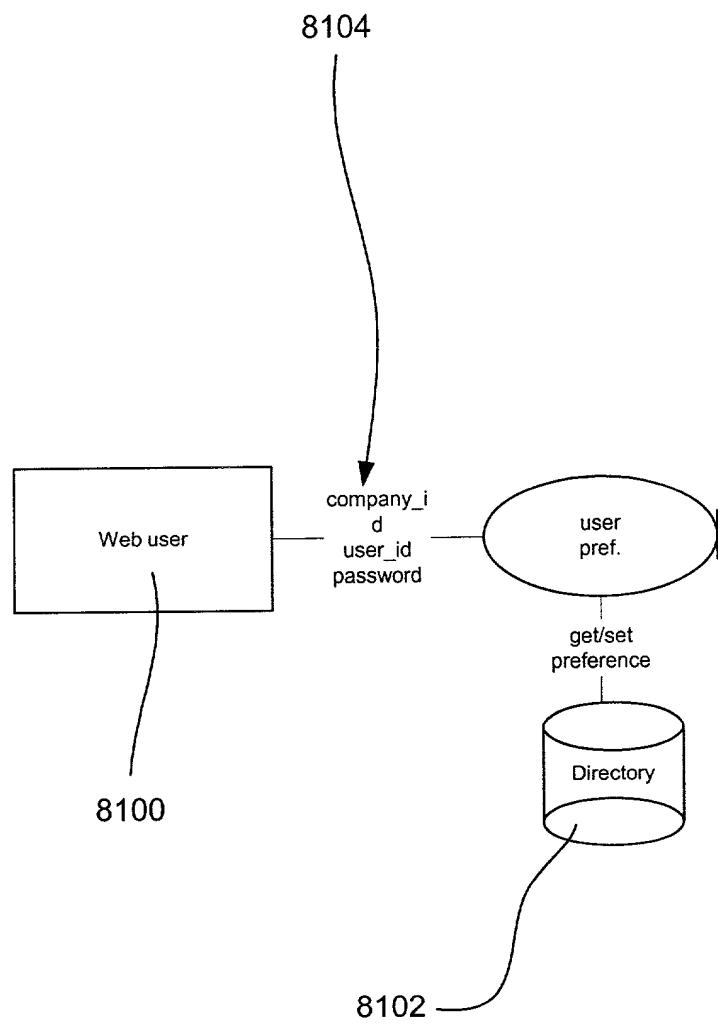


Fig. 79



**FIG. 80**



**Fig. 81**

8200

8202

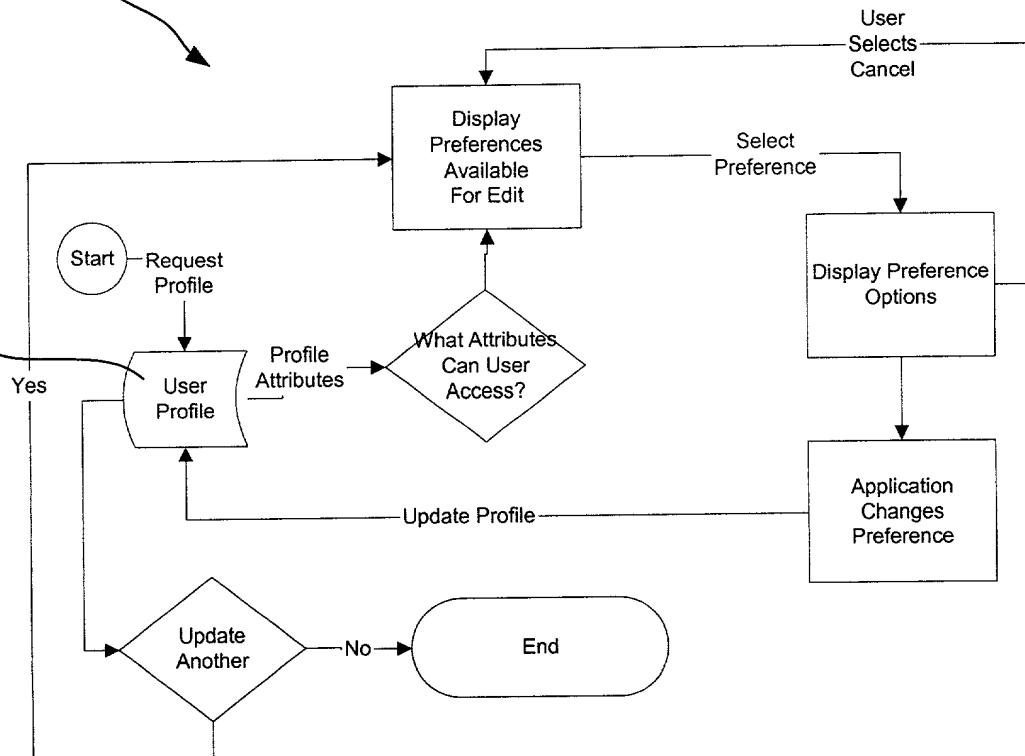


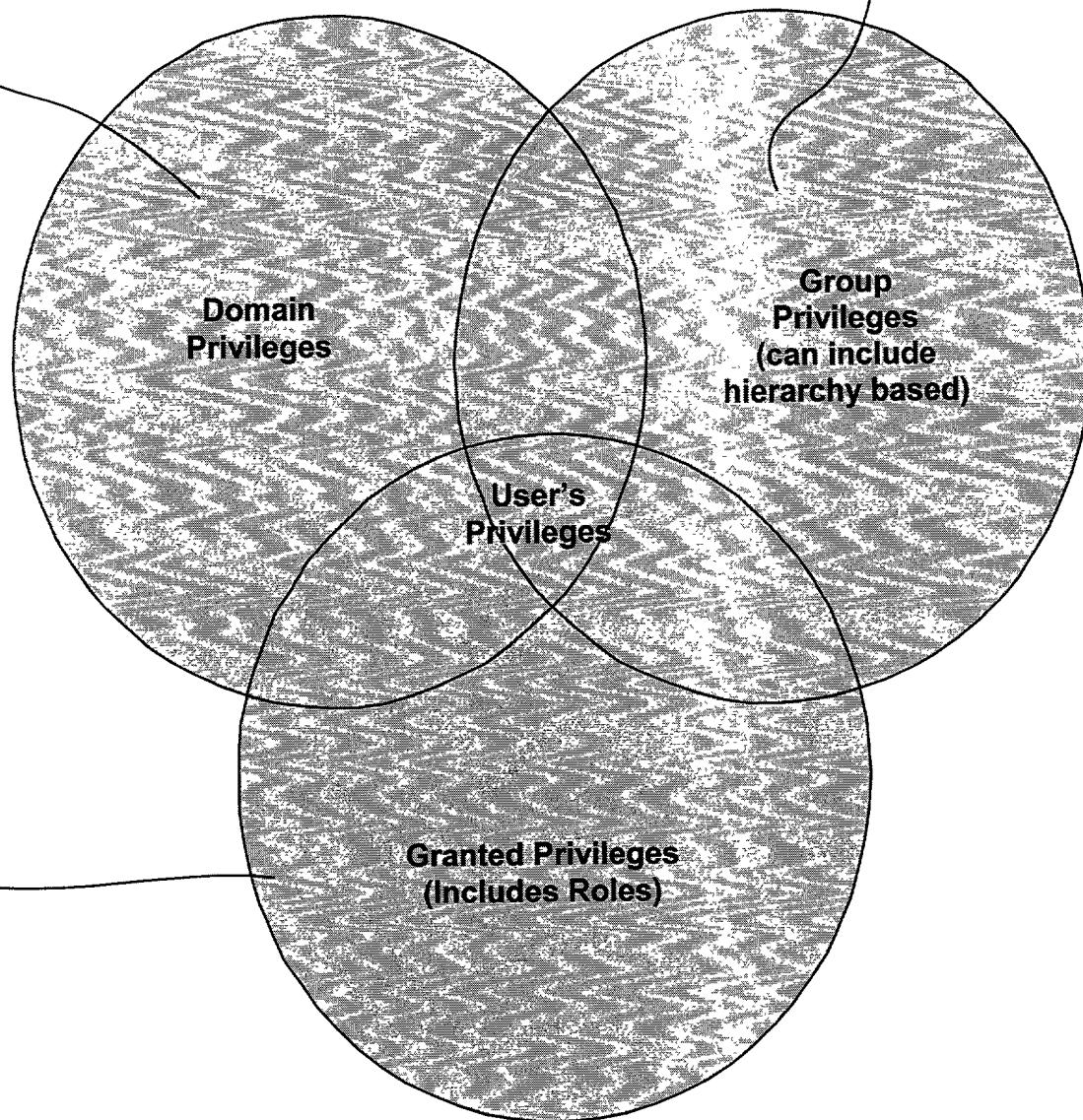
Fig. 82

8304

8302

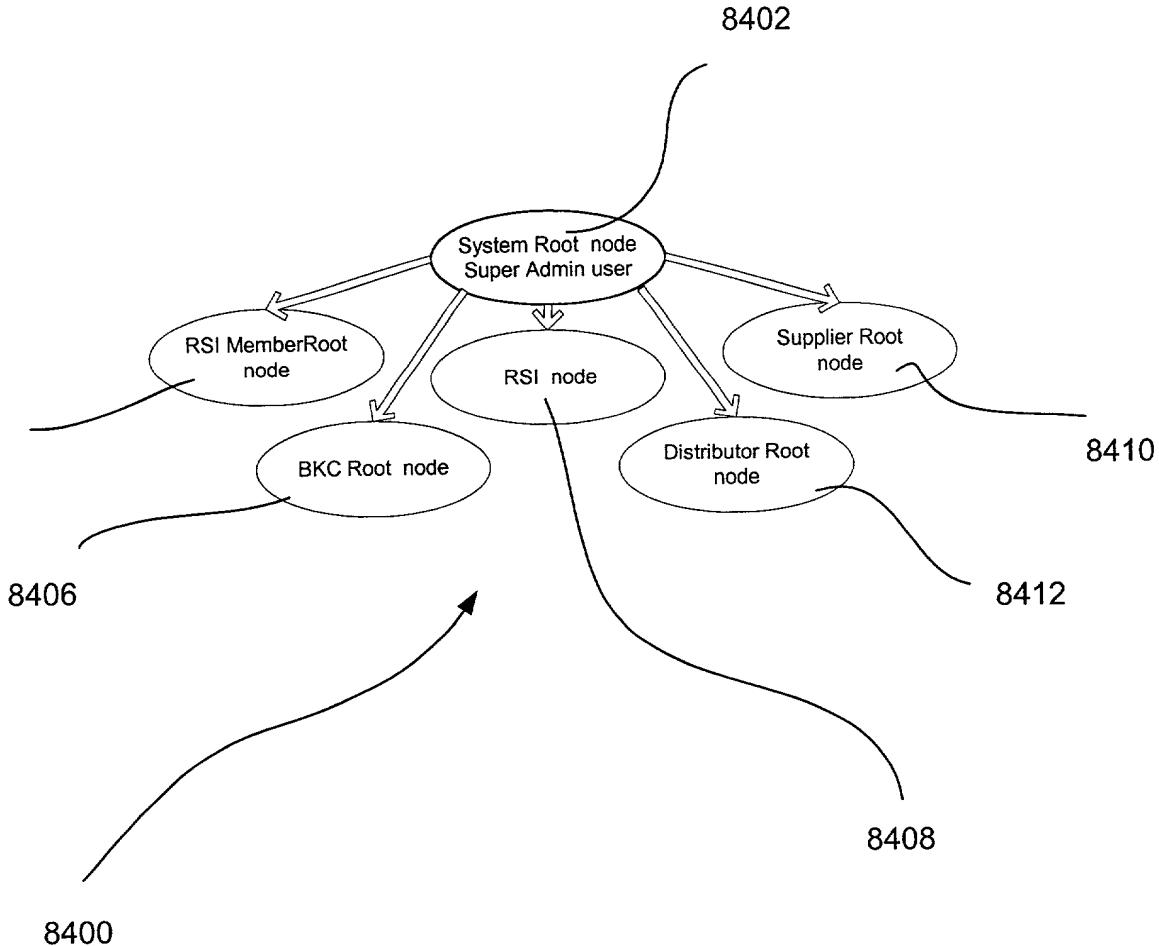
8306

8300

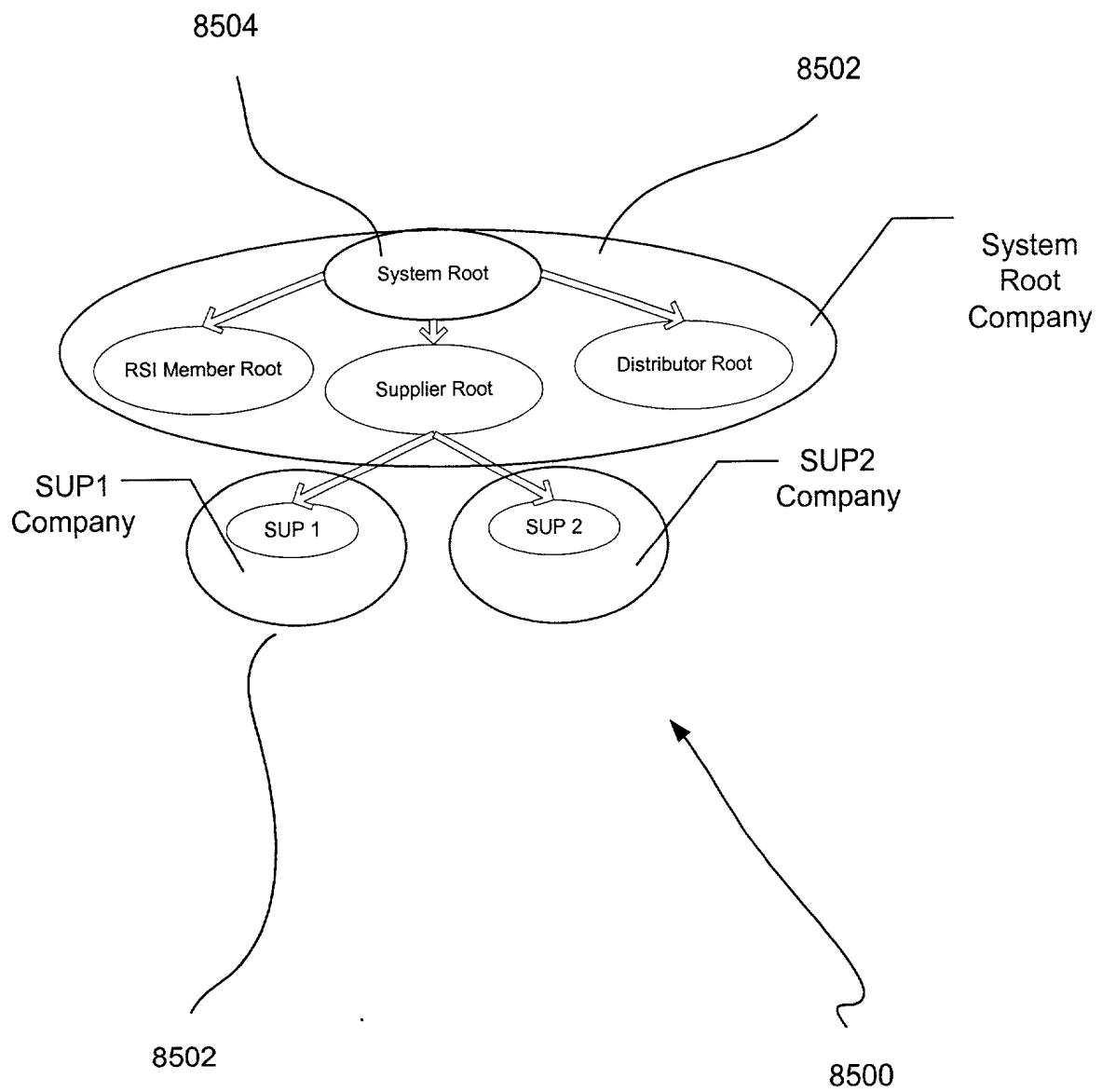


**Fig. 83**

8400  
8402  
8404  
8406  
8408  
8410  
8412



**Fig. 84**

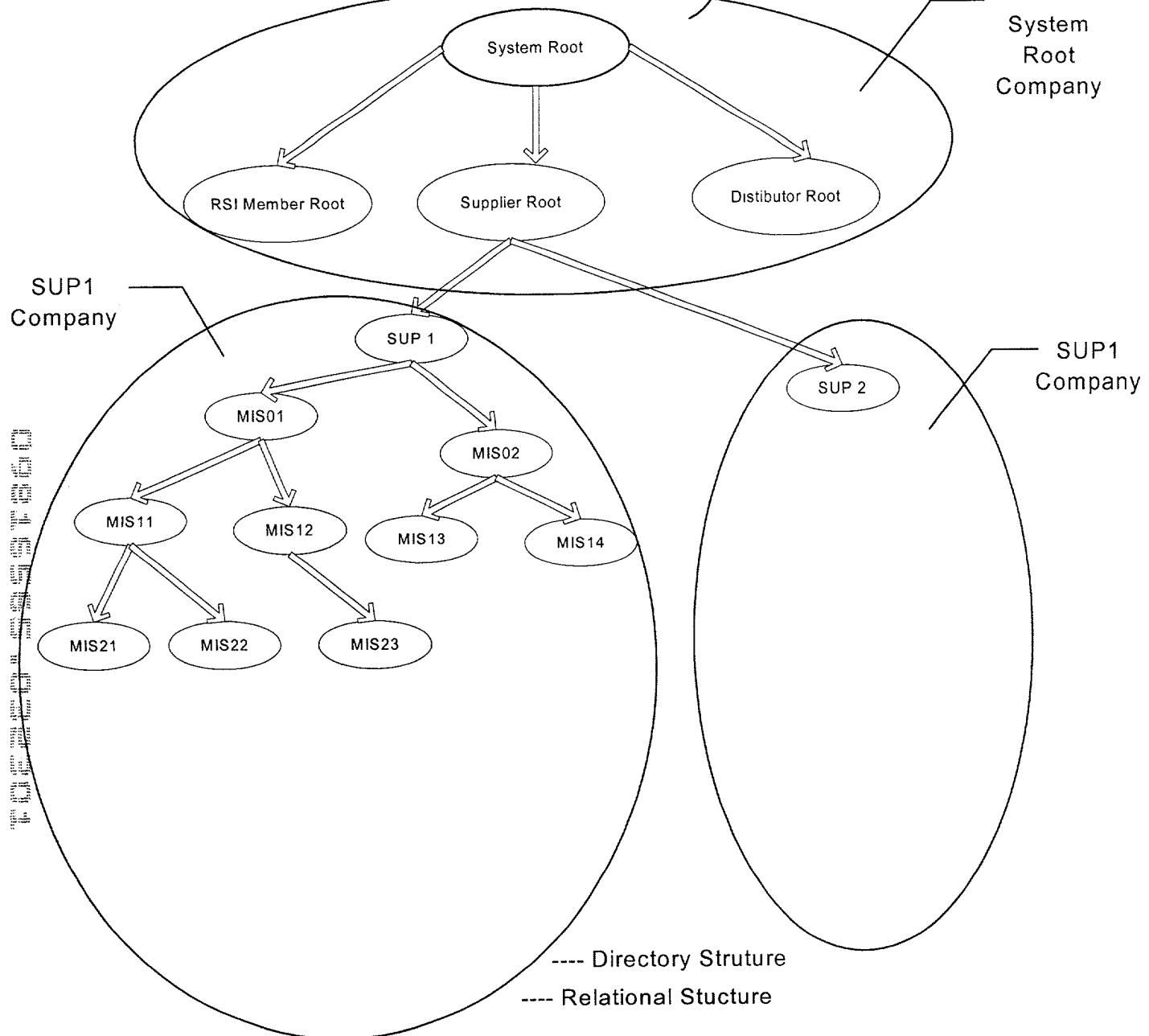


**Fig. 85**

8600

8602

System  
Root  
Company



**Fig. 86**

## Group Hierarchy Management: Data Flow

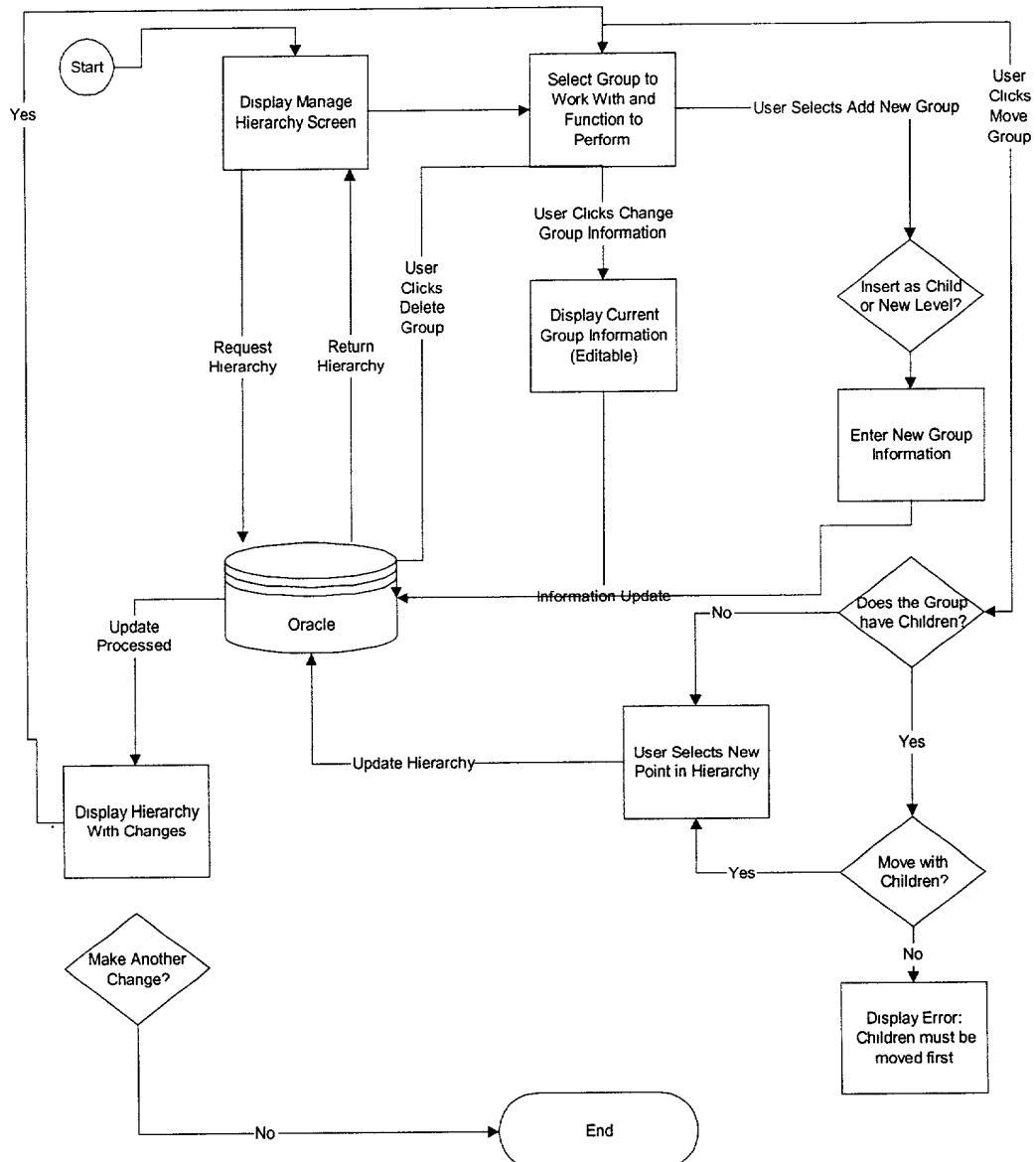
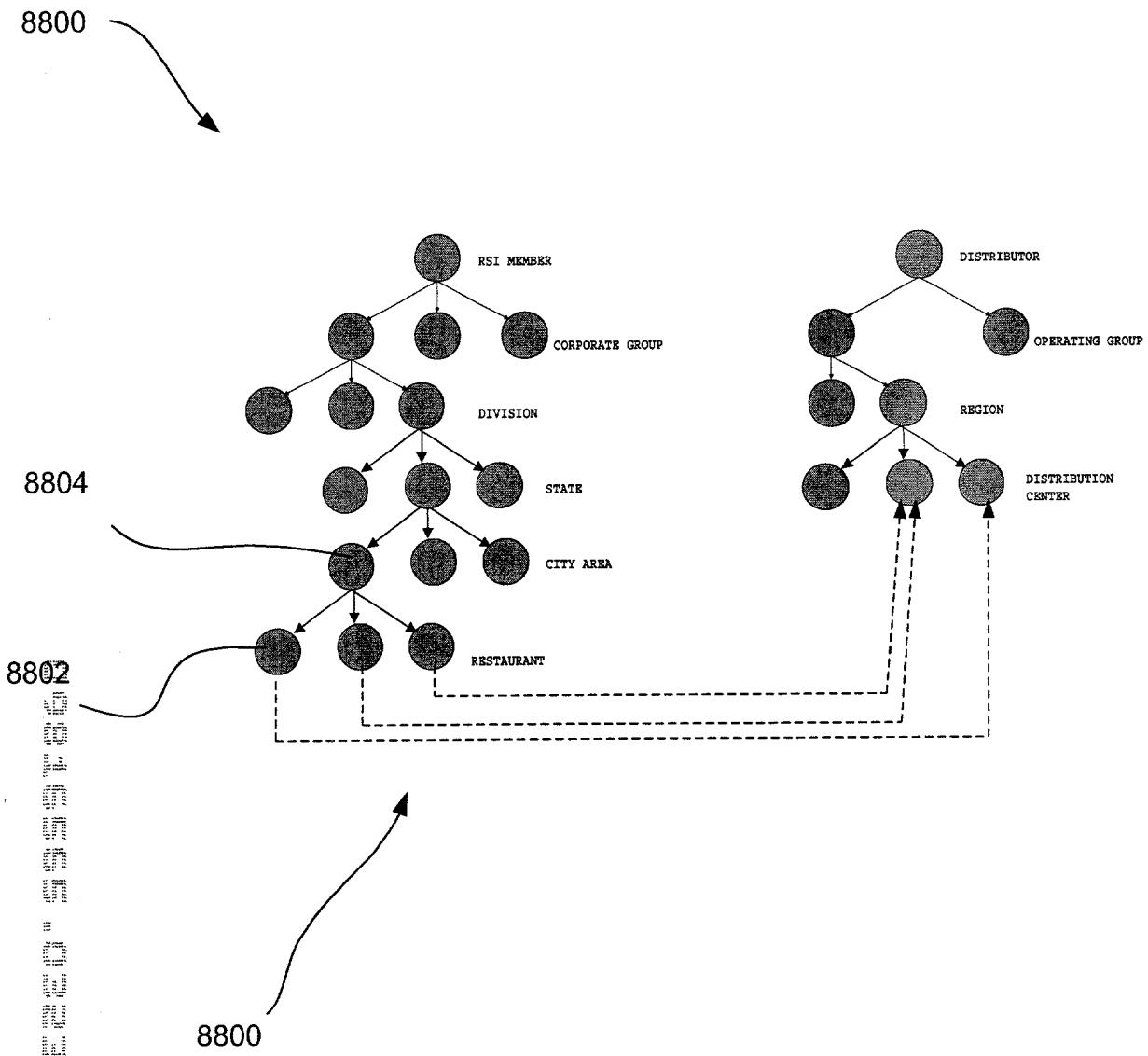


Fig. 87



**Fig. 88**

8902

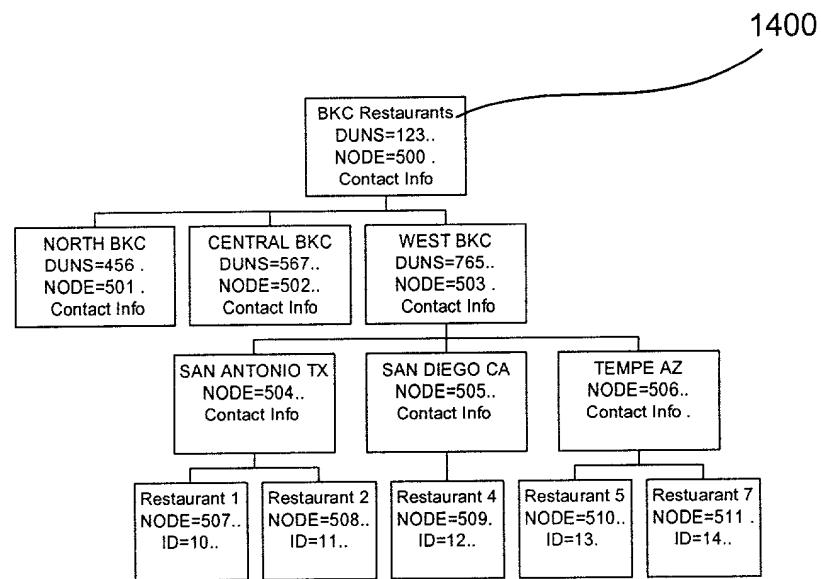
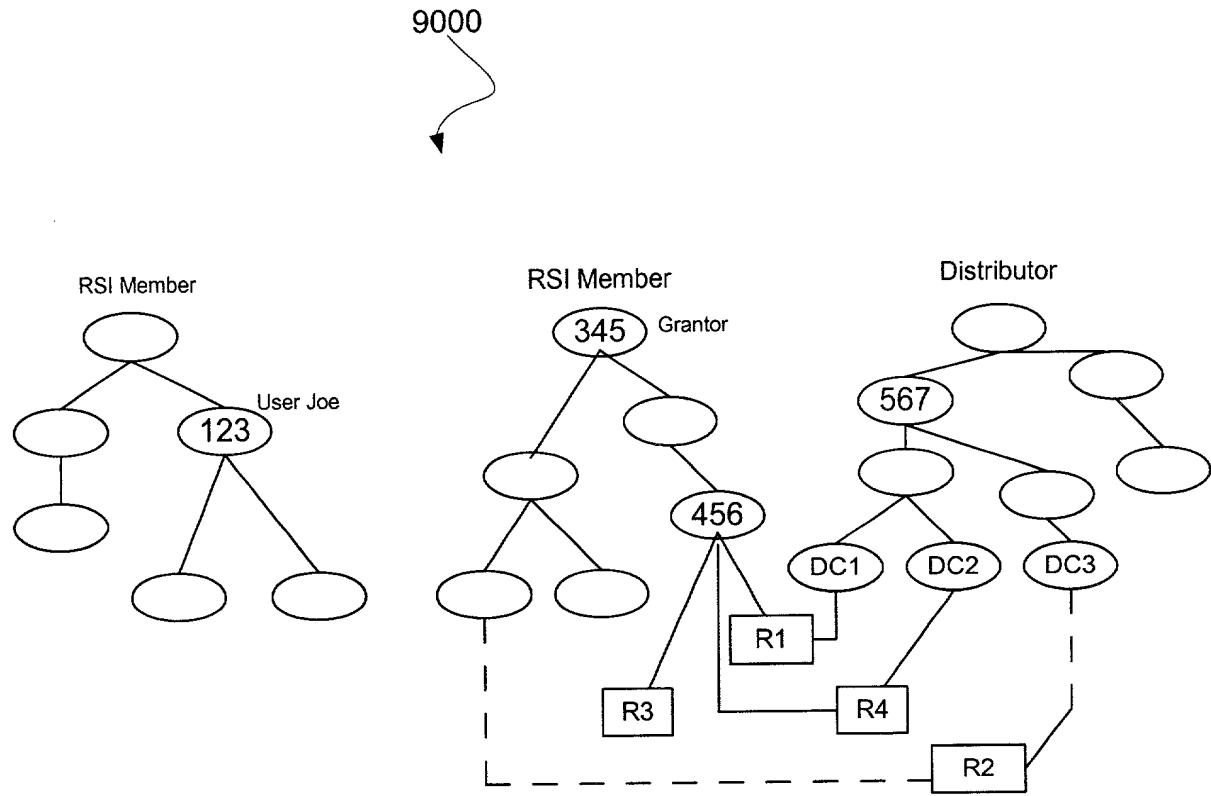


Fig. 89



**FIG. 90**

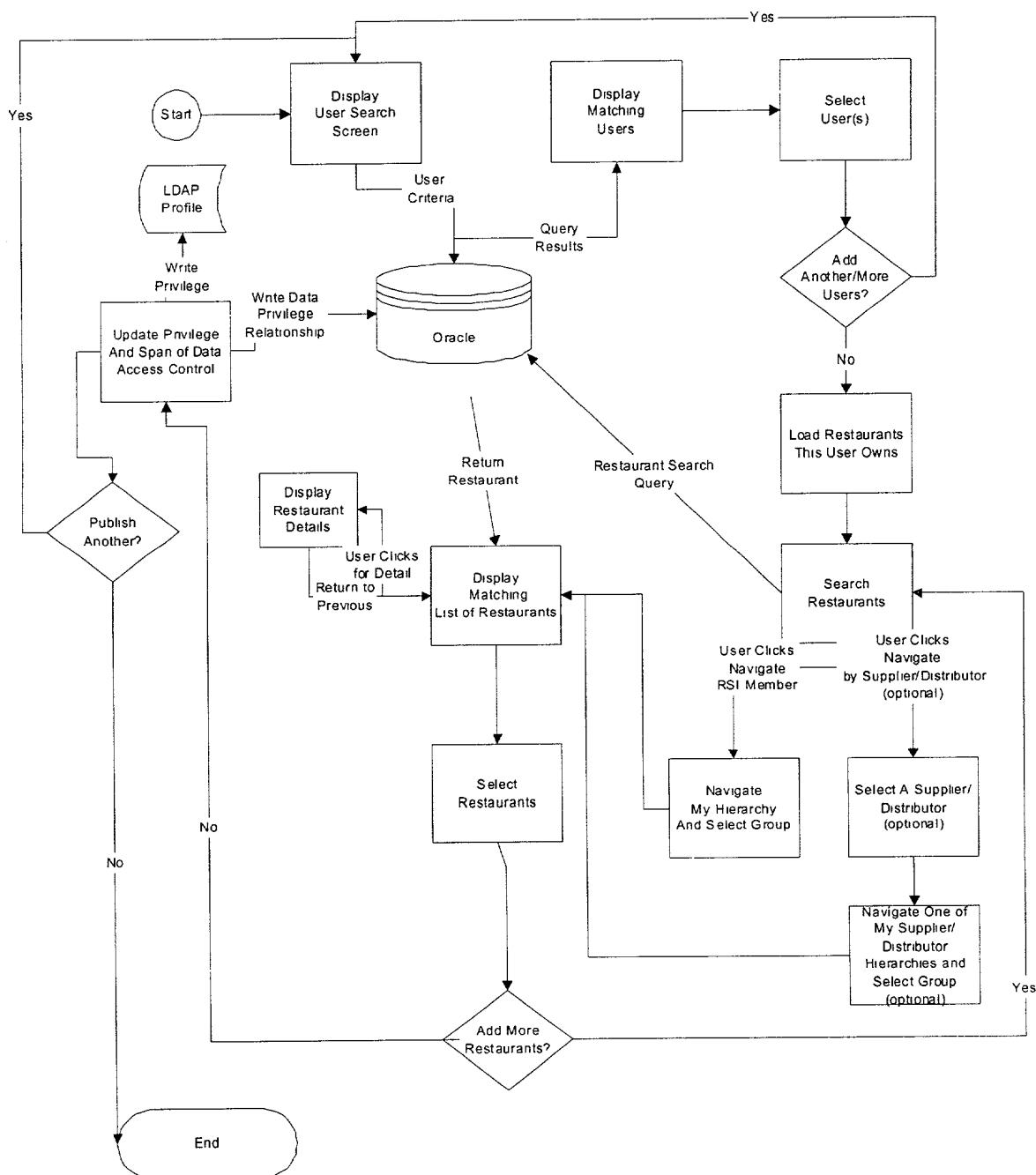
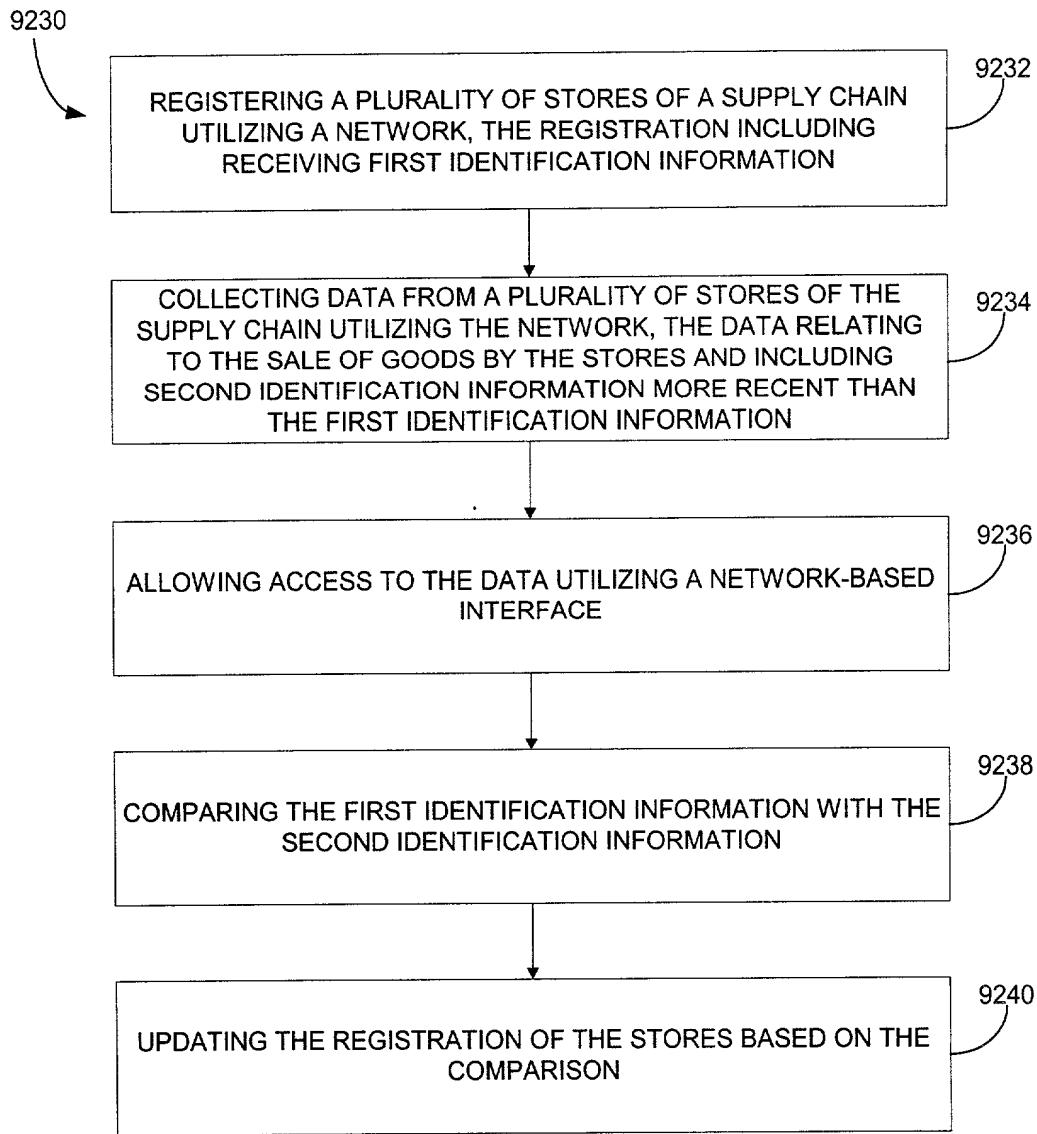
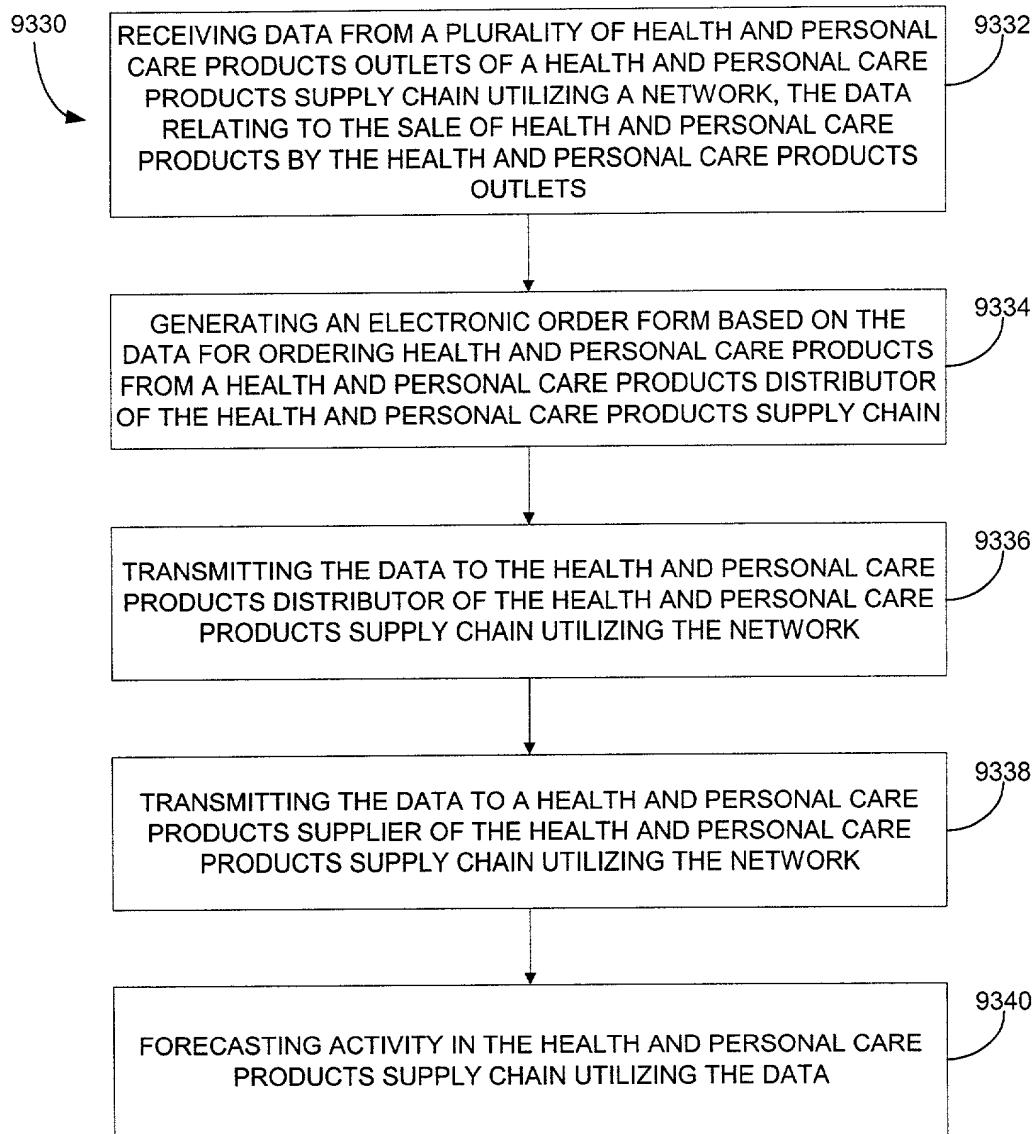


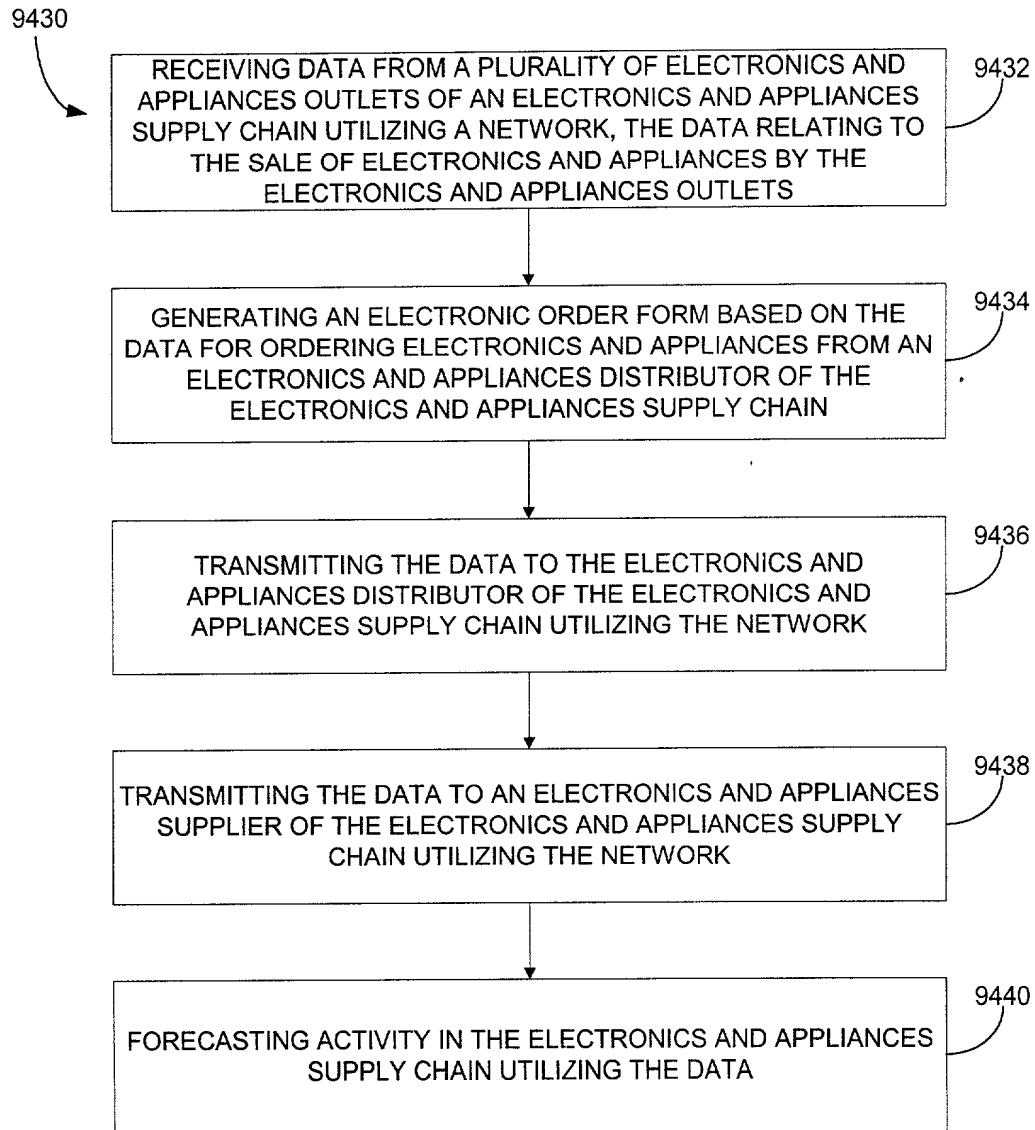
Fig. 91



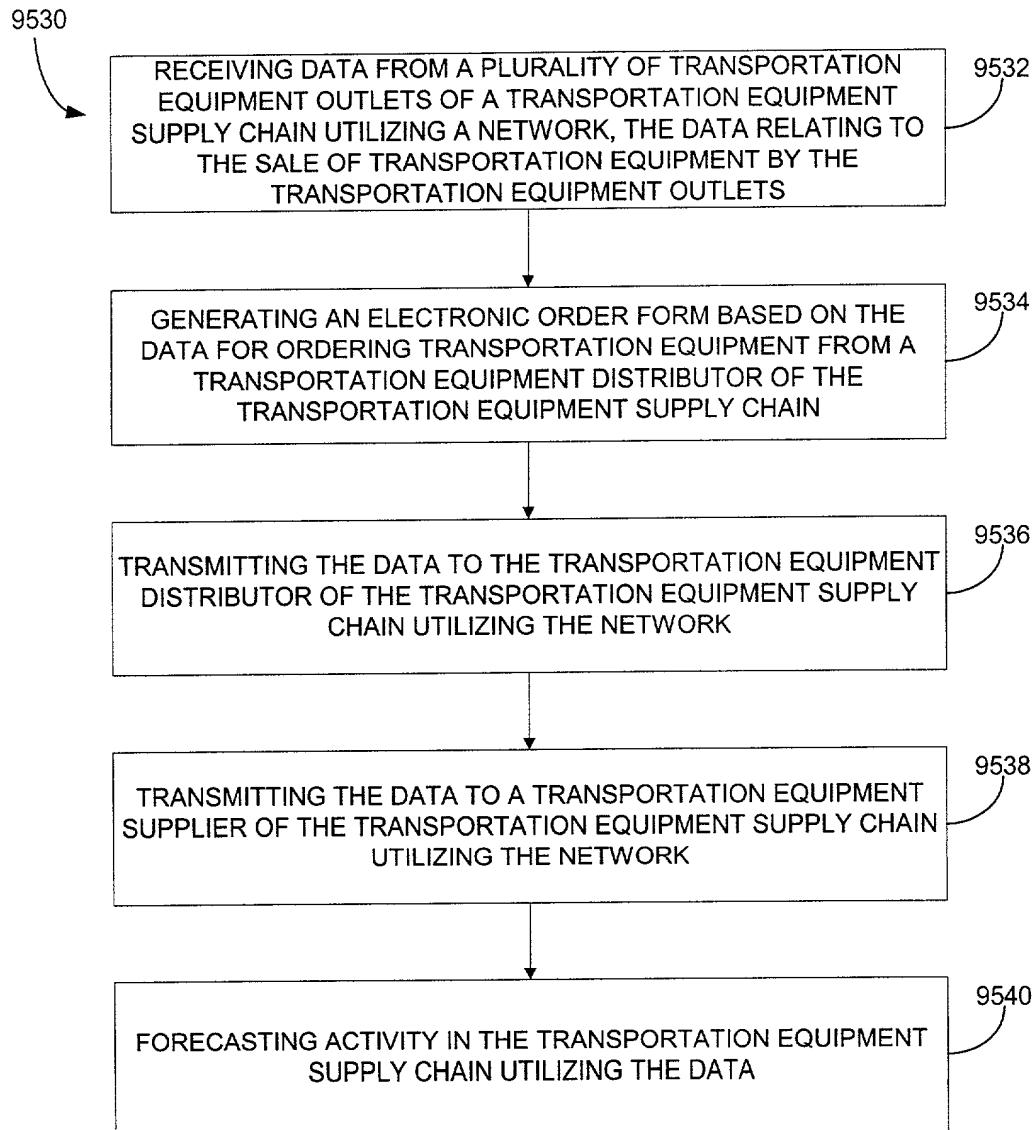
**FIG. 92**



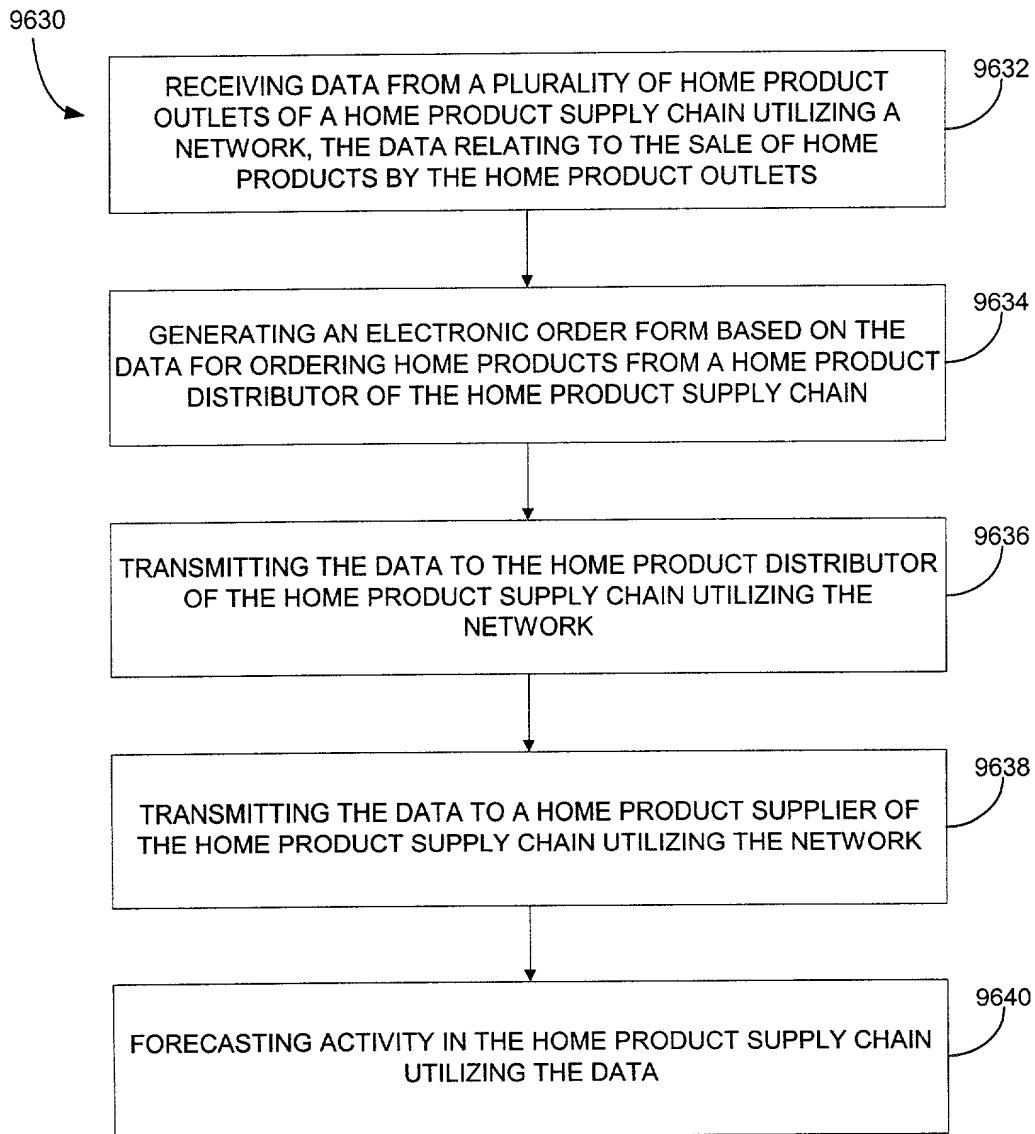
**FIG. 93**



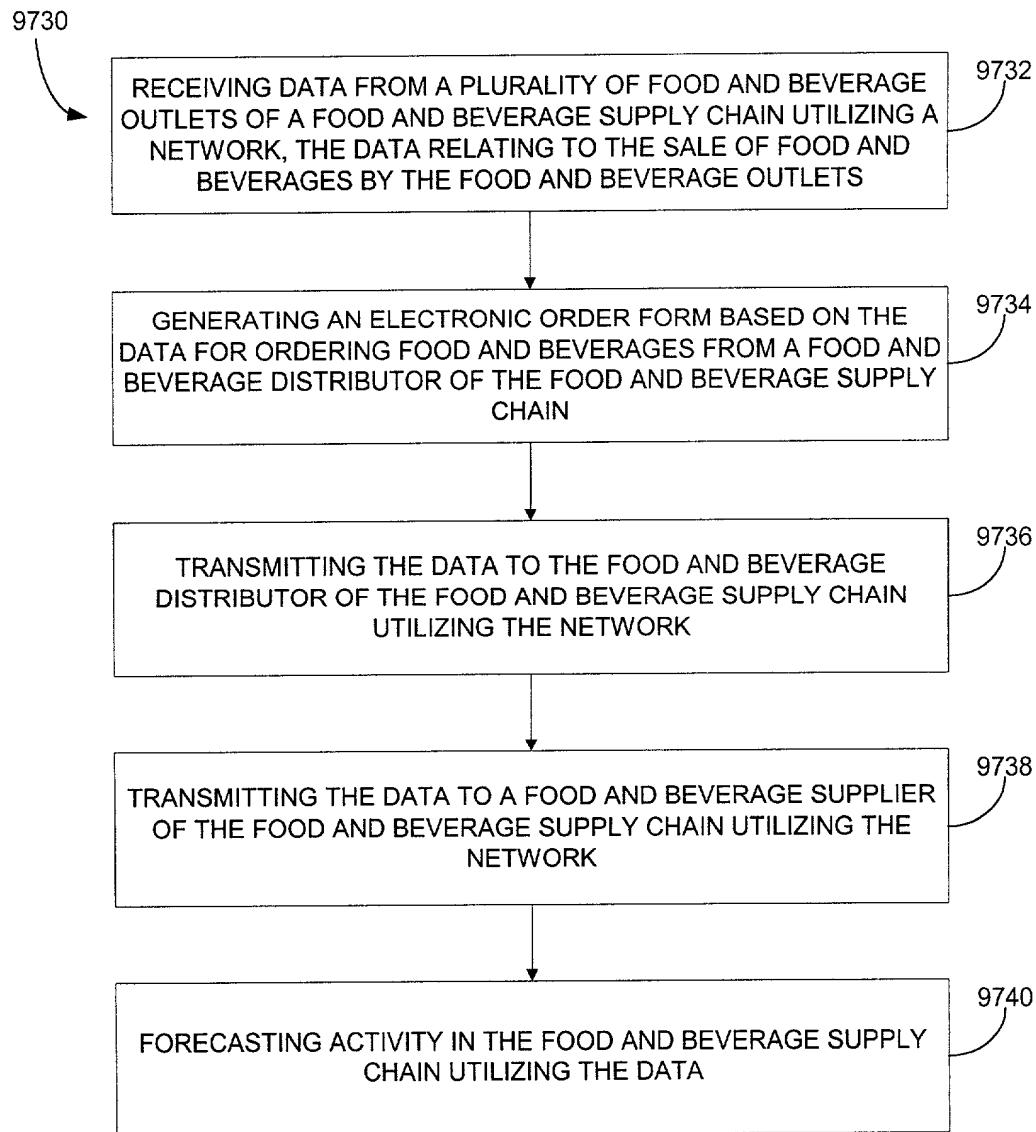
**FIG. 94**



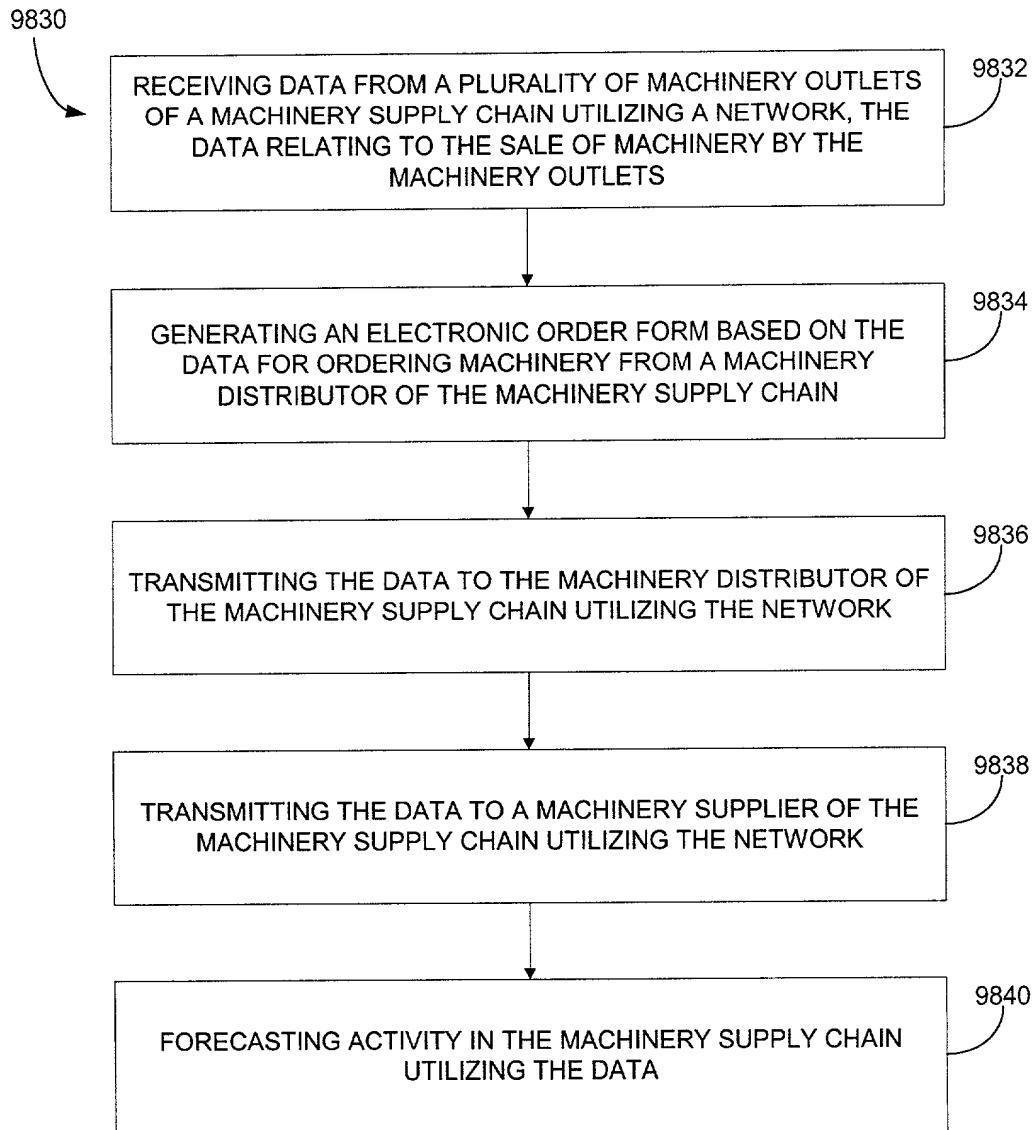
**FIG. 95**



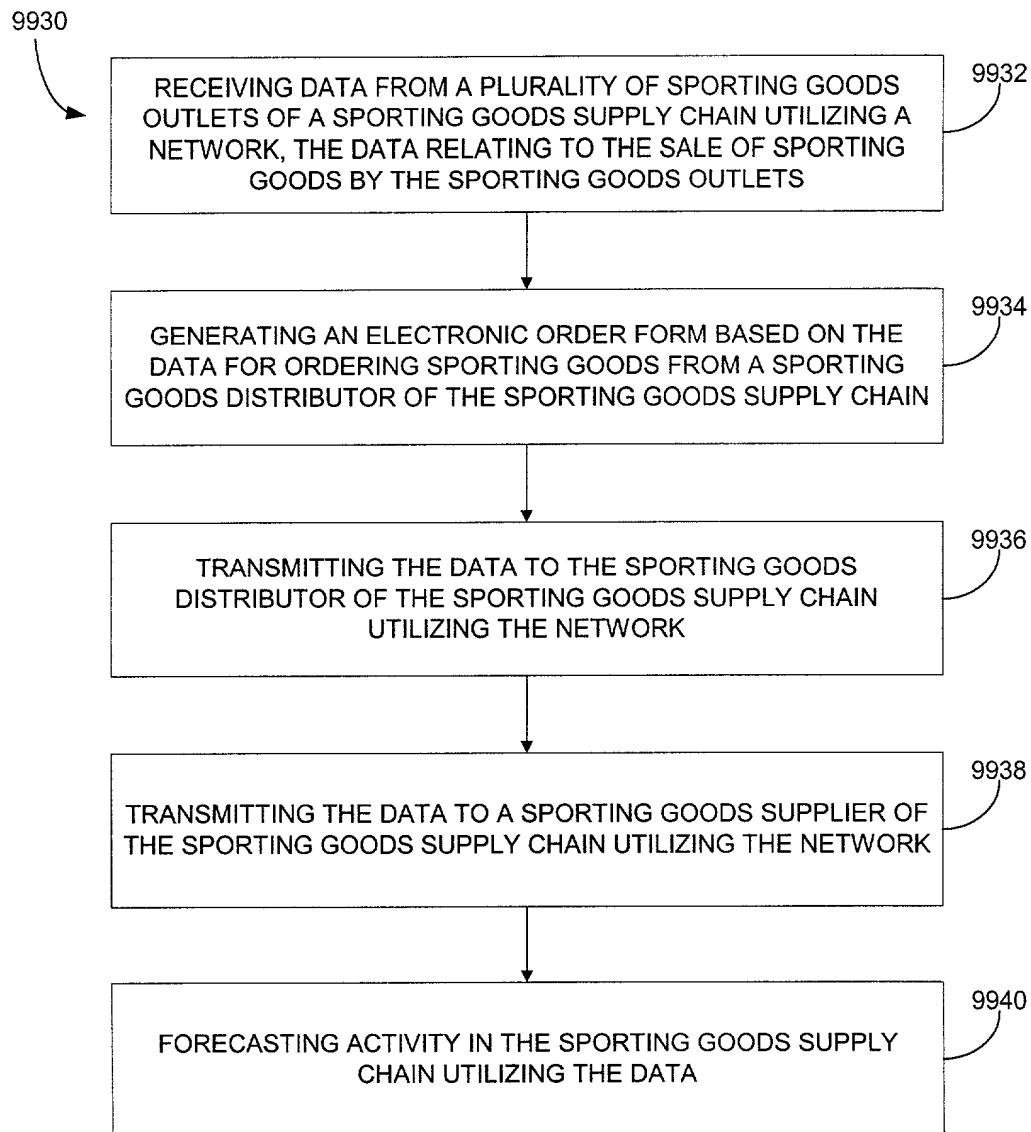
**FIG. 96**



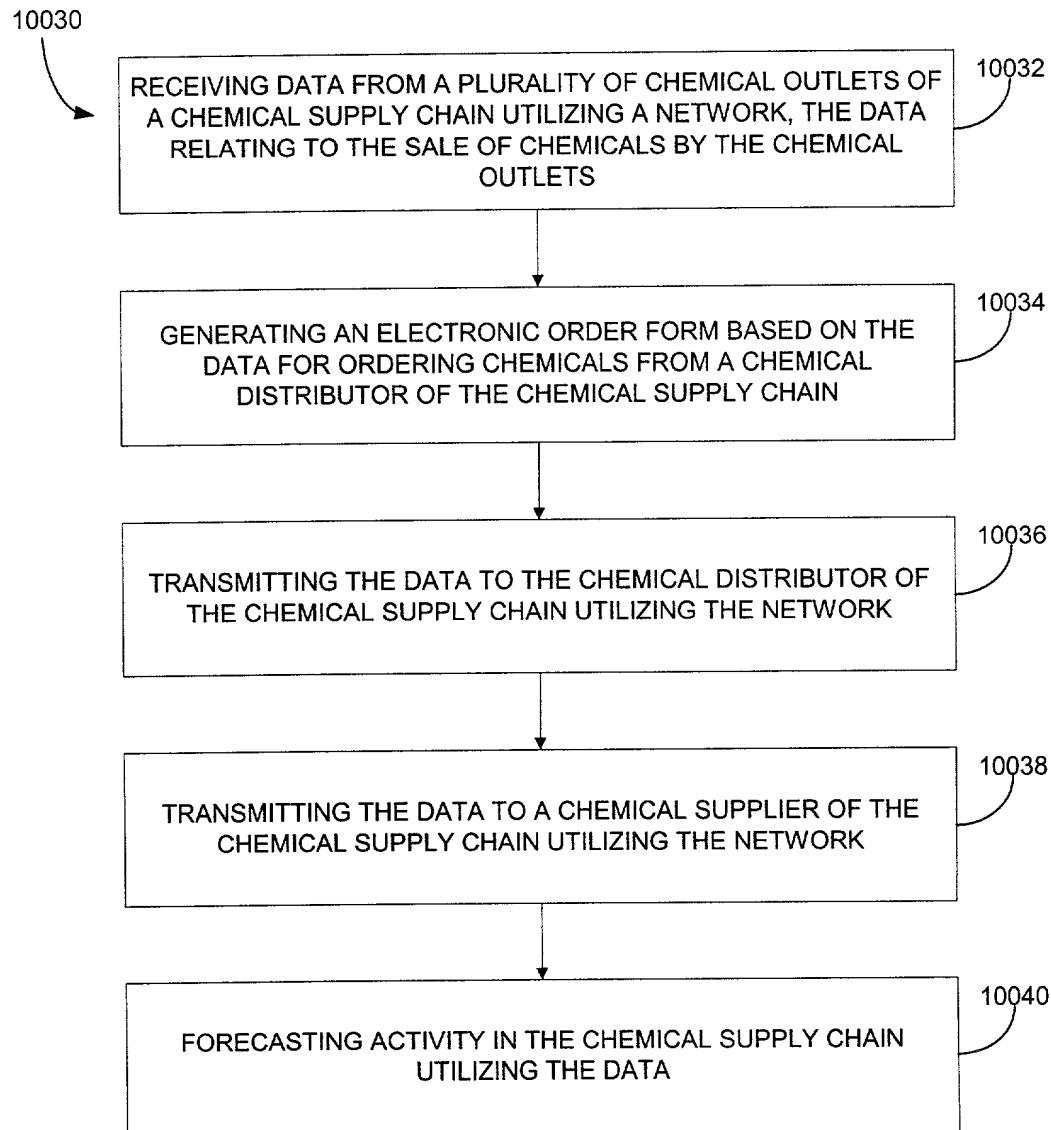
**FIG. 97**



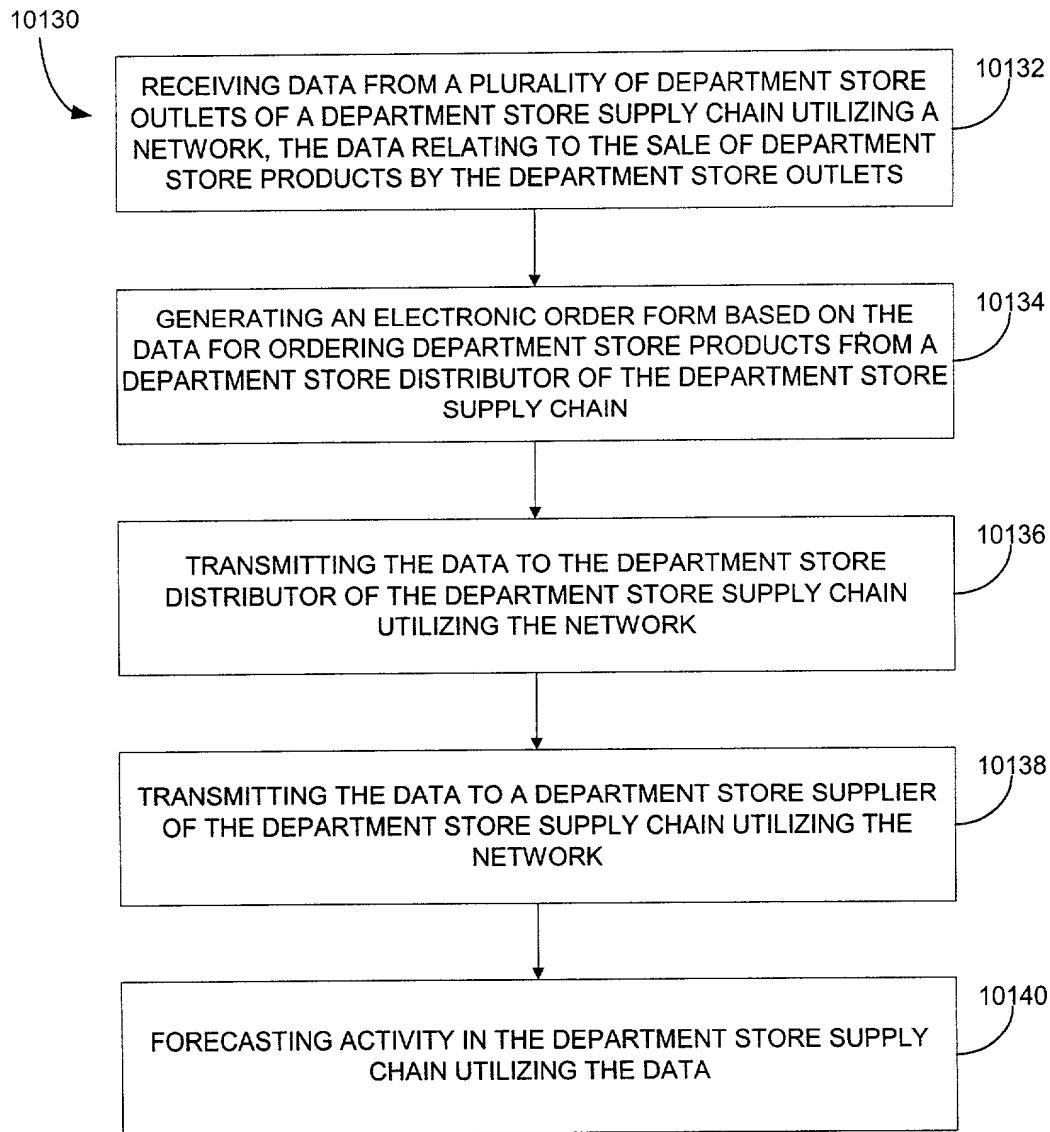
**FIG. 98**



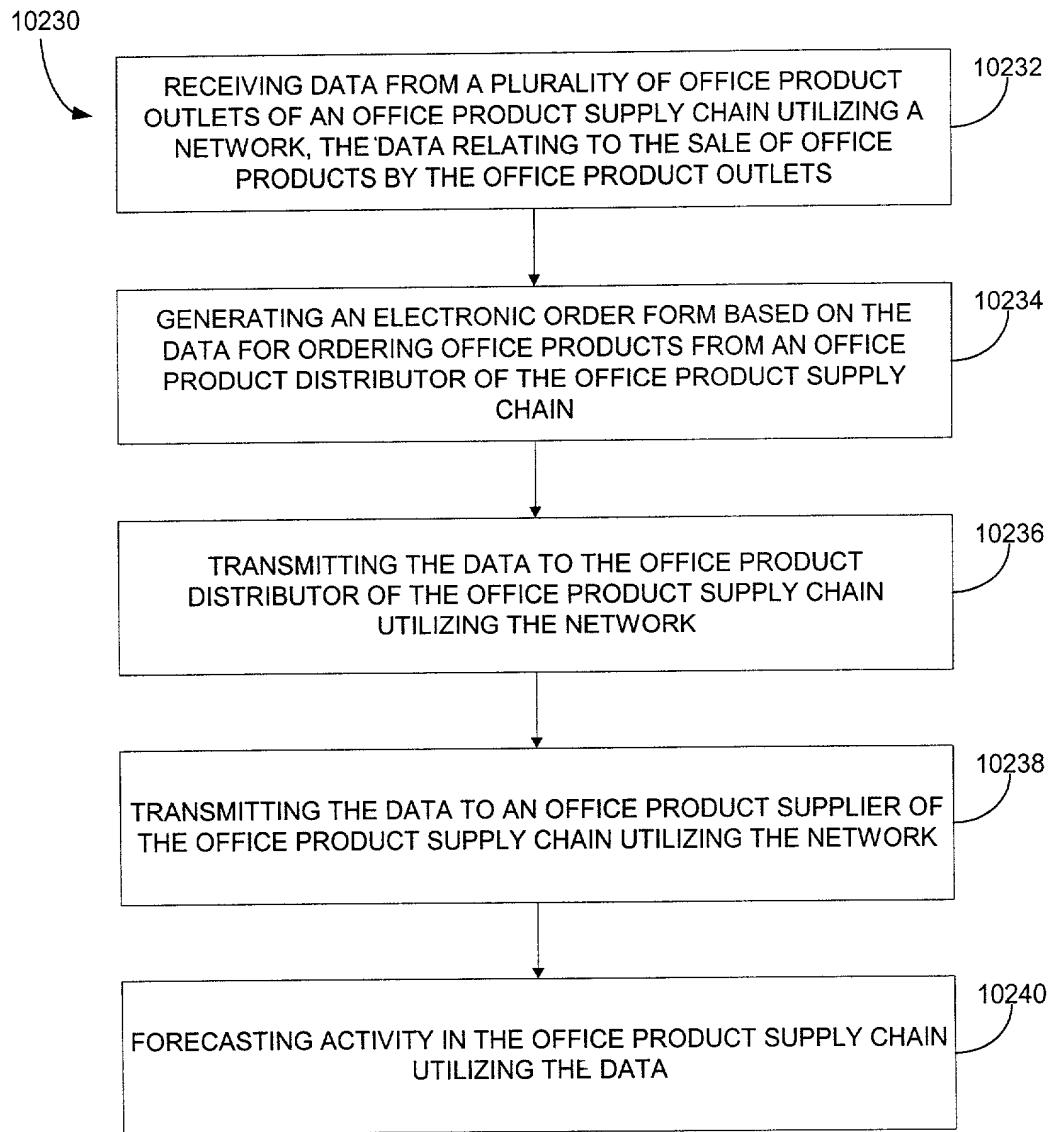
**FIG. 99**



**FIG. 100**

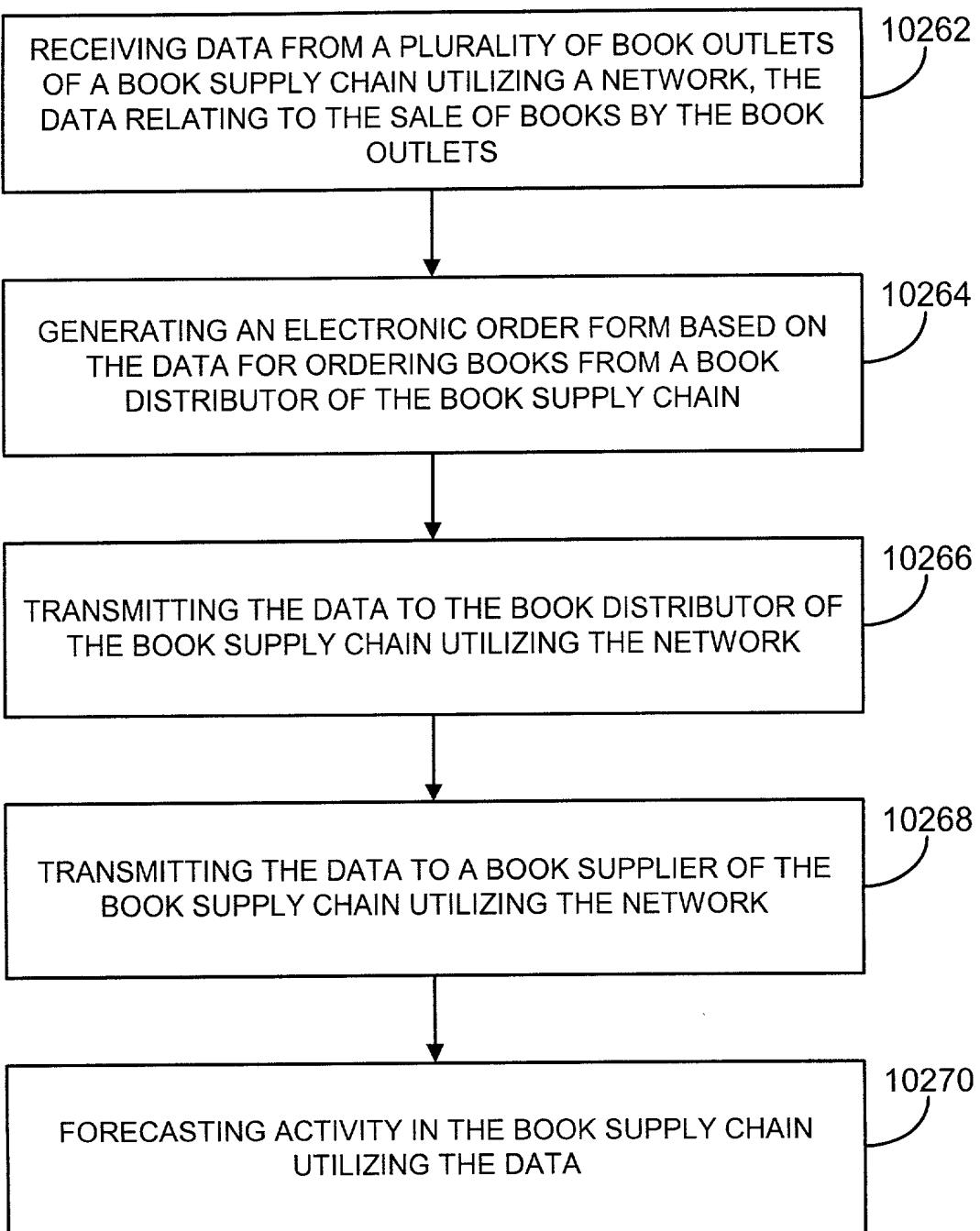


**FIG. 101**

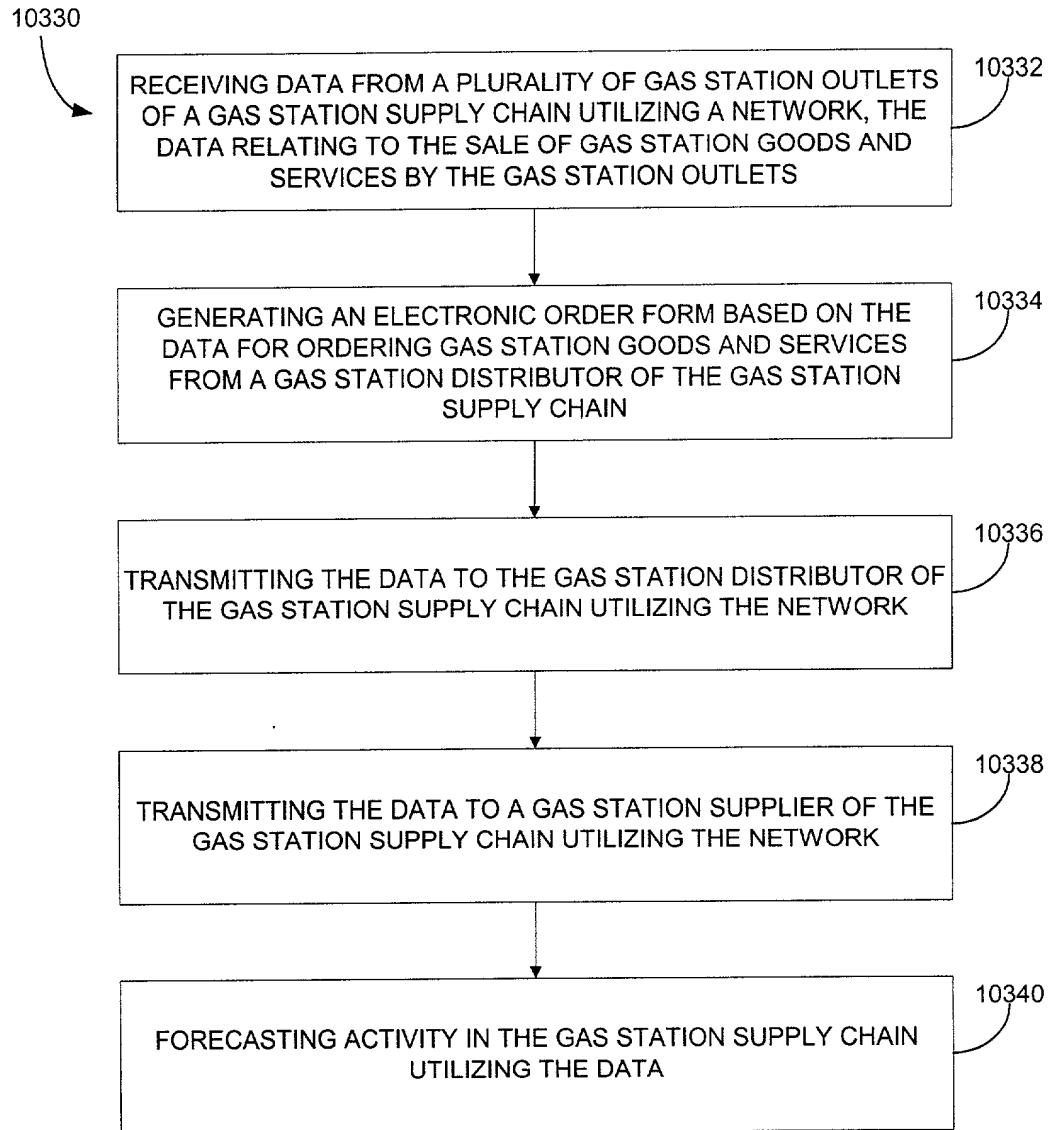


**FIG. 102A**

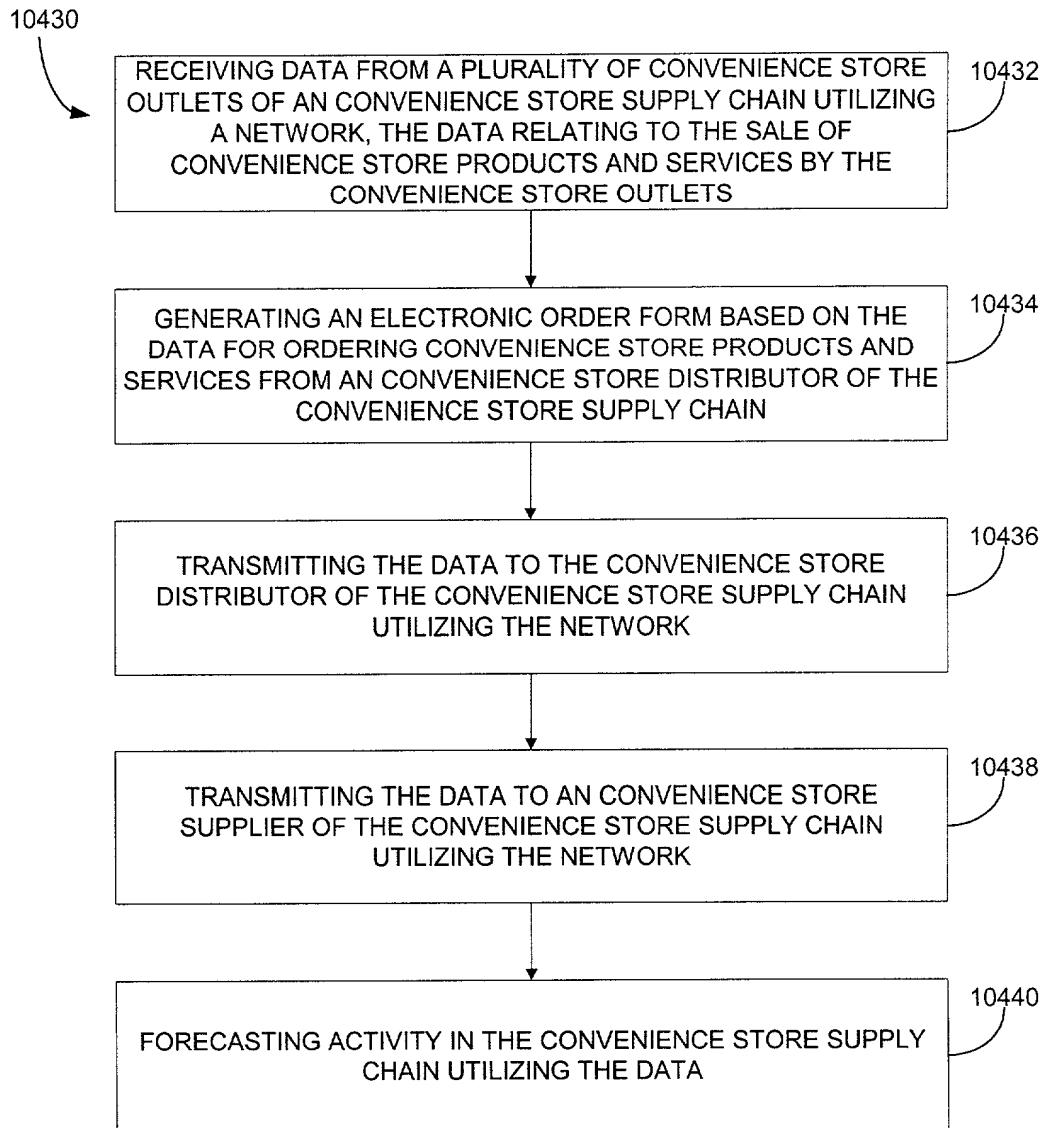
10260



**FIG. 102B**



**FIG. 103**



**FIG. 104A**

10460

RECEIVING DATA FROM A PLURALITY OF TOY OUTLETS OF A TOY SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF TOYS BY THE TOY OUTLETS

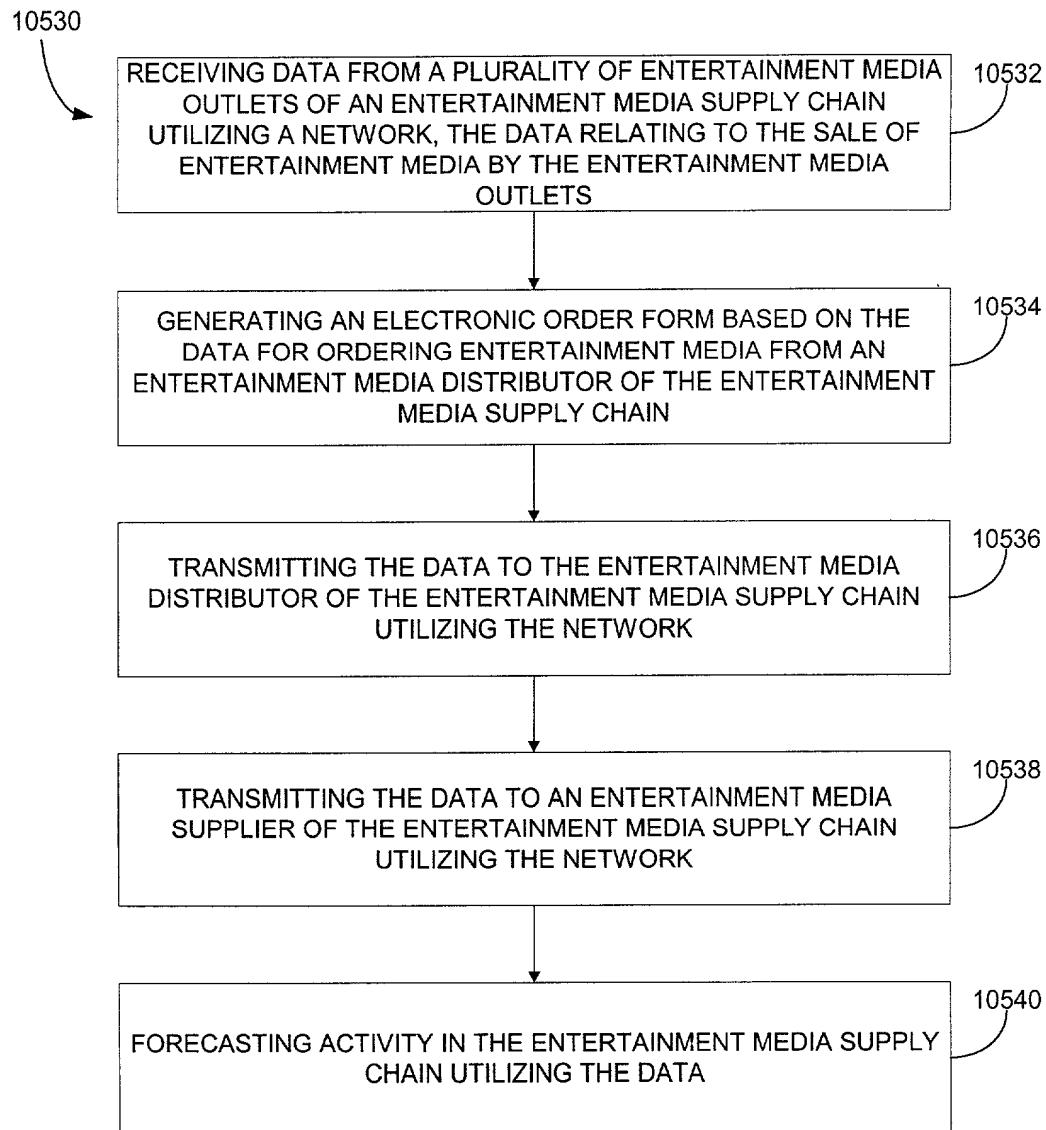
GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING TOYS FROM A TOY DISTRIBUTOR OF THE TOY SUPPLY CHAIN

TRANSMITTING THE DATA TO THE TOY DISTRIBUTOR OF THE TOY SUPPLY CHAIN UTILIZING THE NETWORK

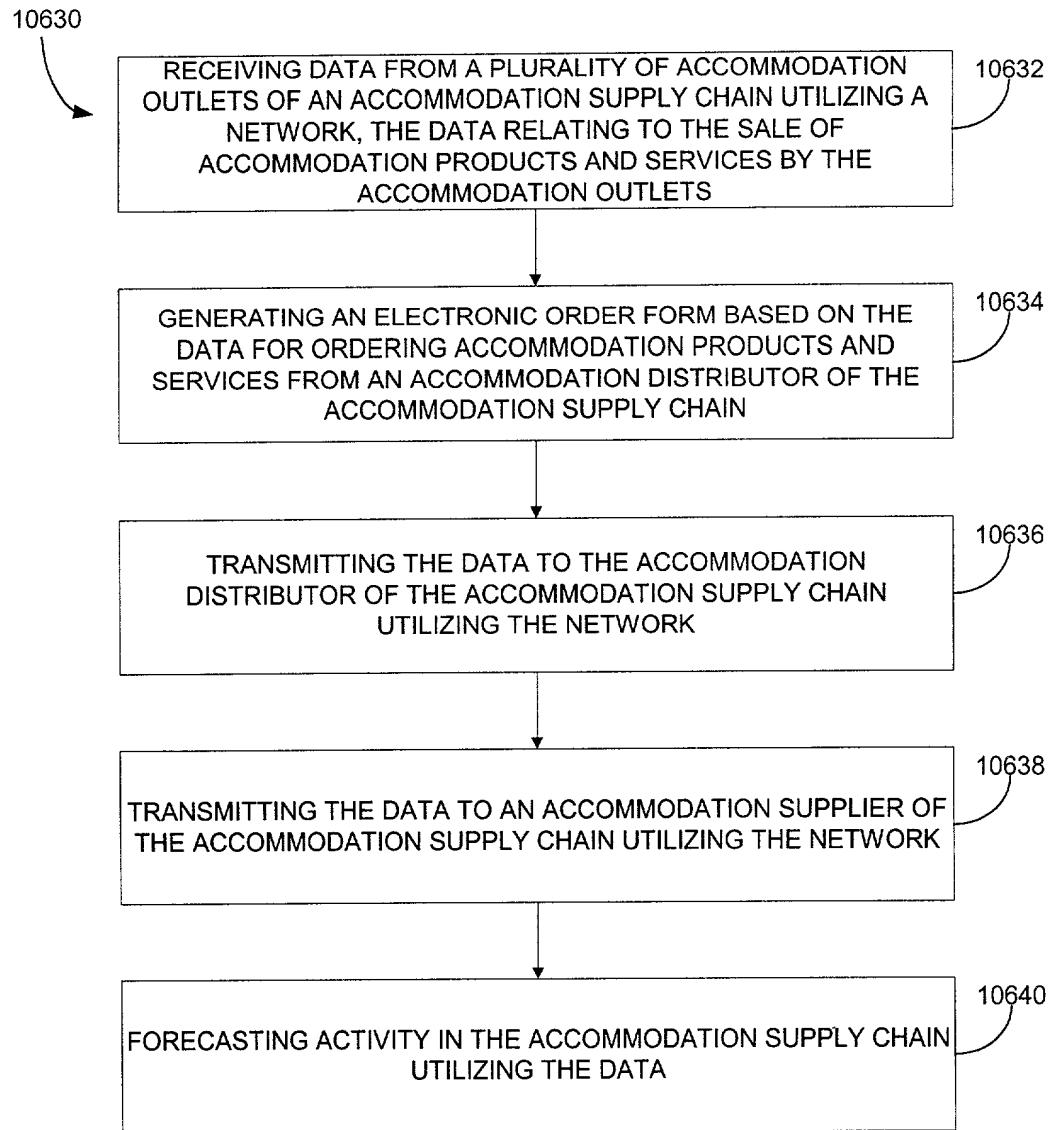
TRANSMITTING THE DATA TO A TOY SUPPLIER OF THE TOY SUPPLY CHAIN UTILIZING THE NETWORK

FORECASTING ACTIVITY IN THE TOY SUPPLY CHAIN UTILIZING THE DATA

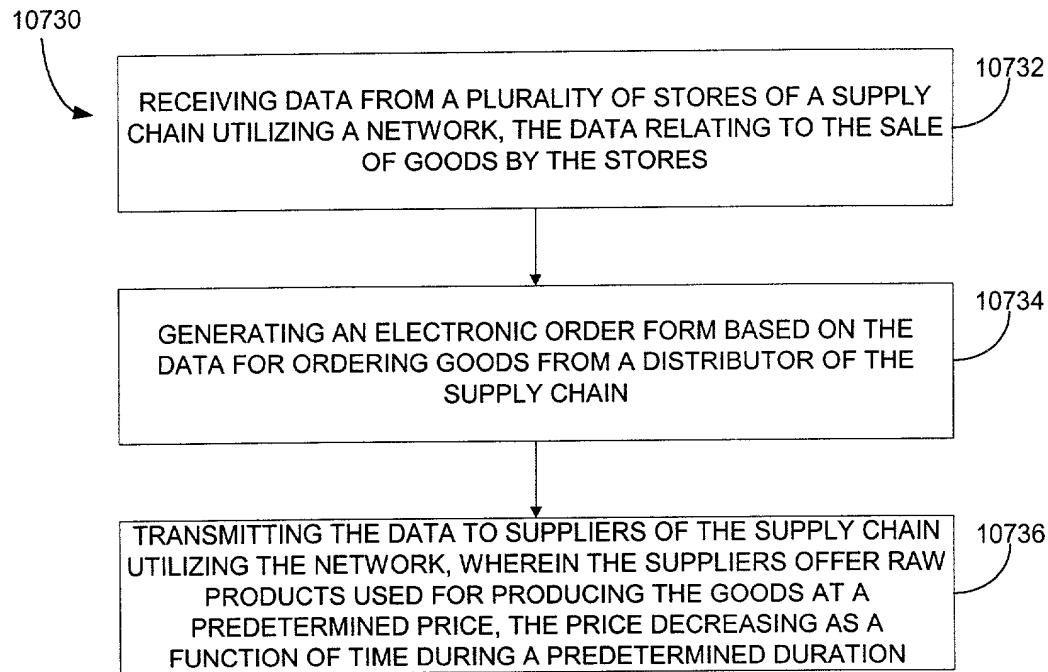
**FIG. 104B**



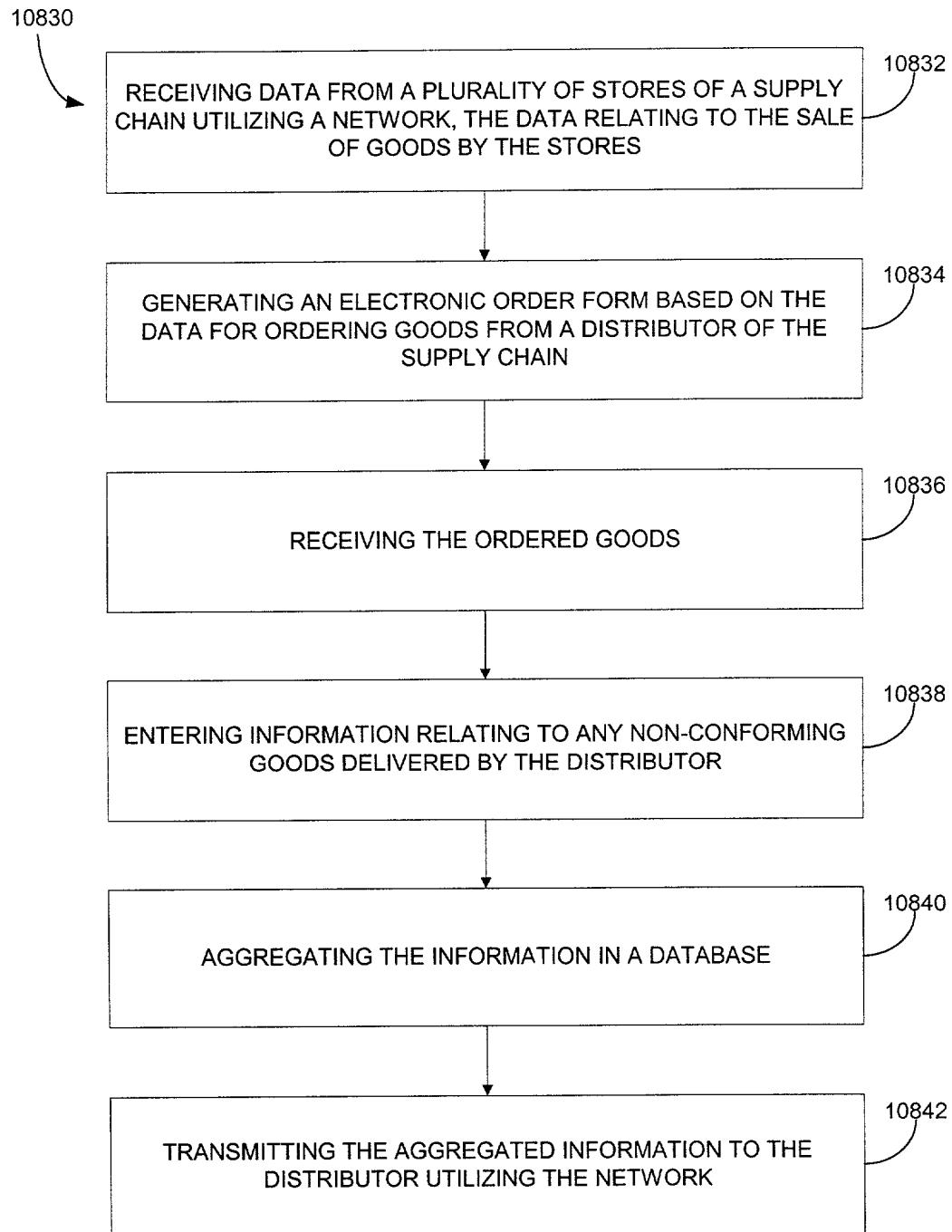
**FIG. 105**



**FIG. 106**



**FIG. 107**



**FIG. 108**

10900

RECEIVING AN AGREEMENT BETWEEN A PLURALITY OF PARTIES IN A SUPPLY CHAIN

IDENTIFYING A PLURALITY OF TERMS OF THE AGREEMENT

PARSING THE TERMS INTO AT LEAST A PAIR OF GROUPS INCLUDING A FIRST GROUP OF TERMS INCLUDING COMMERCIAL TERMS AND A SECOND GROUP OF TERMS INCLUDING BRAND IDENTITY TERMS, EACH OF THE TERMS OUTLINING A RESPONSIBILITY

ALLOCATING THE RESPONSIBILITIES AMONG THE PARTIES BASED ON THE PARSING

10902

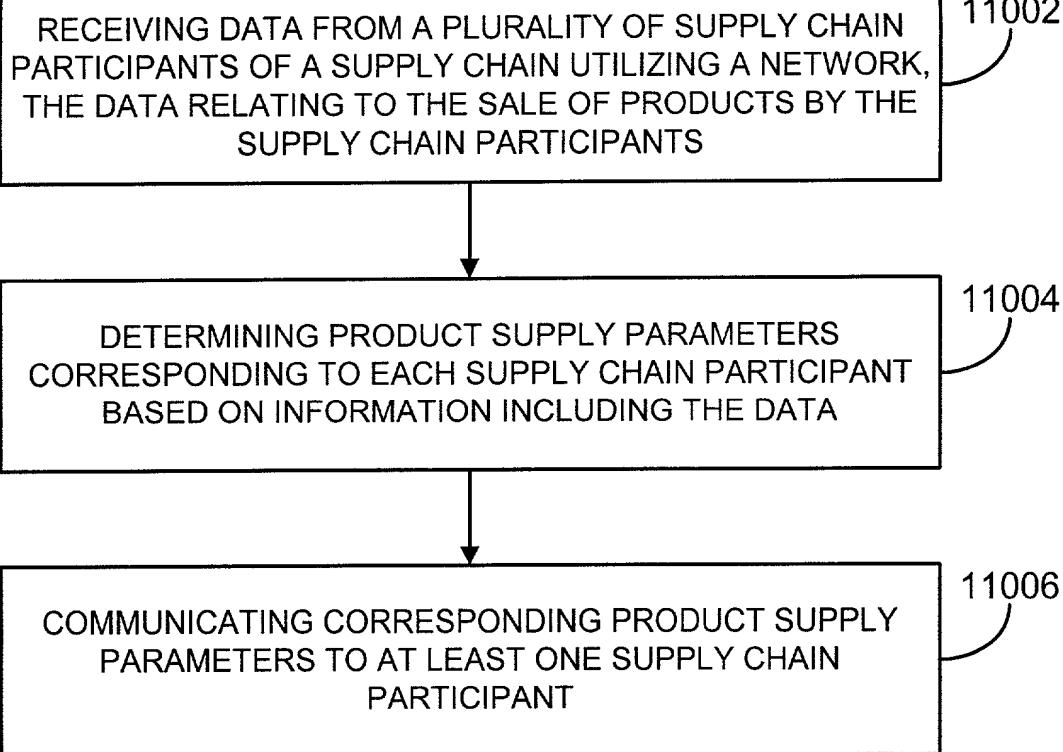
10904

10906

10908

**FIG. 109**

11000



**FIG. 110**

11100

RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11102

DETERMINING RULES TO ENSURE THE INCURRENCE OF MINIMAL COSTS TO THE SUPPLY CHAIN PARTICIPANTS

11104

APPLYING THE RULES TO ENSURE SUPPLY TO THE SUPPLY CHAIN PARTICIPANTS AT MINIMAL COST WITHOUT REQUIRING THE SUPPLY CHAIN MANAGER TO TAKE TITLE TO ANY GOODS

11106

**FIG. 111**

11200

SELECTING ONE OF A PLURALITY OF CONTRACTS

TRANSMITTING THE SELECTED CONTRACT TEMPLATE TO A  
SUPPLY CHAIN PARTICIPANT

RECEIVING DATA FROM SUPPLY CHAIN PARTICIPANTS  
UTILIZING A NETWORK, THE DATA RELATING TO THE SALE  
OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

ENFORCING THE CONTRACT TEMPLATES IN ACCORDANCE  
WITH THE DATA

11202

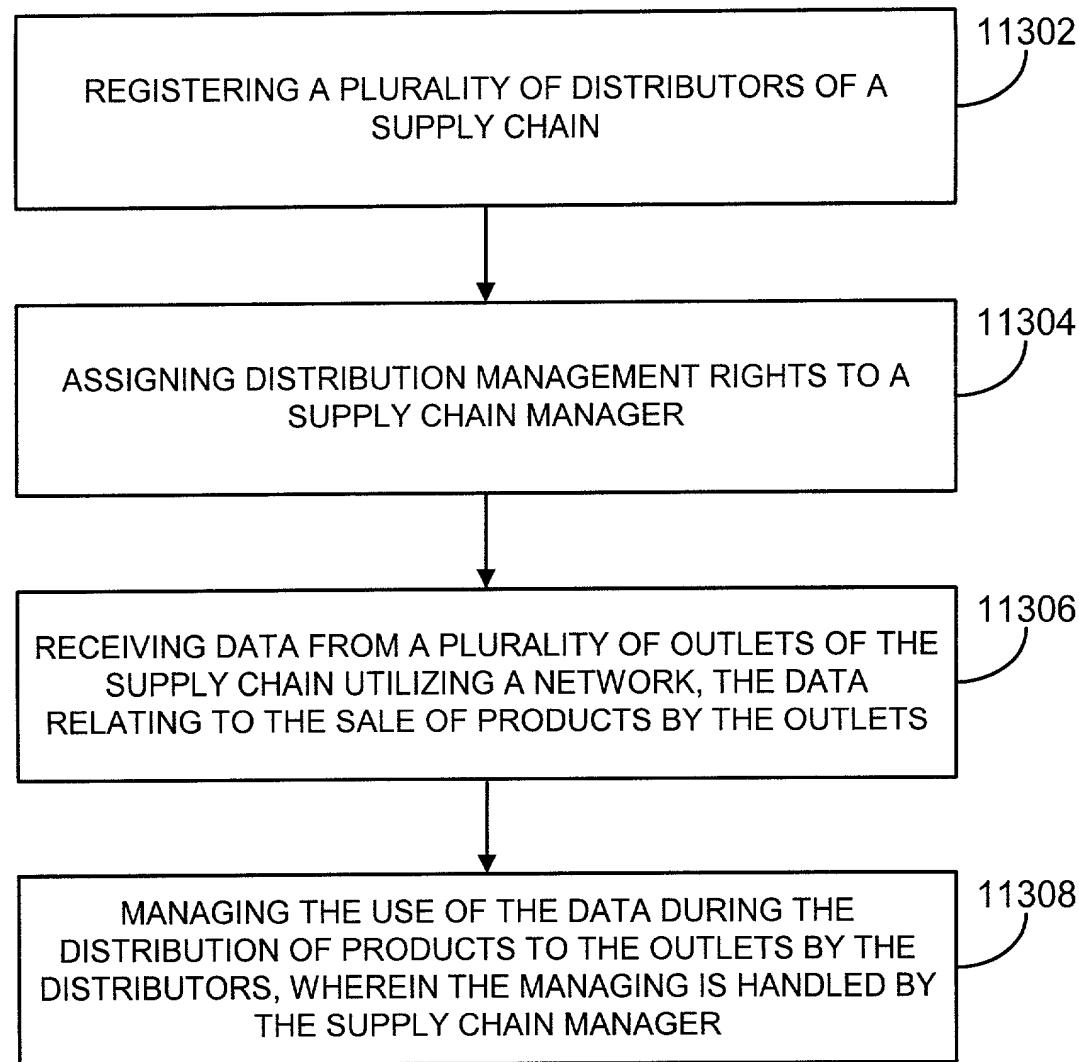
11204

11206

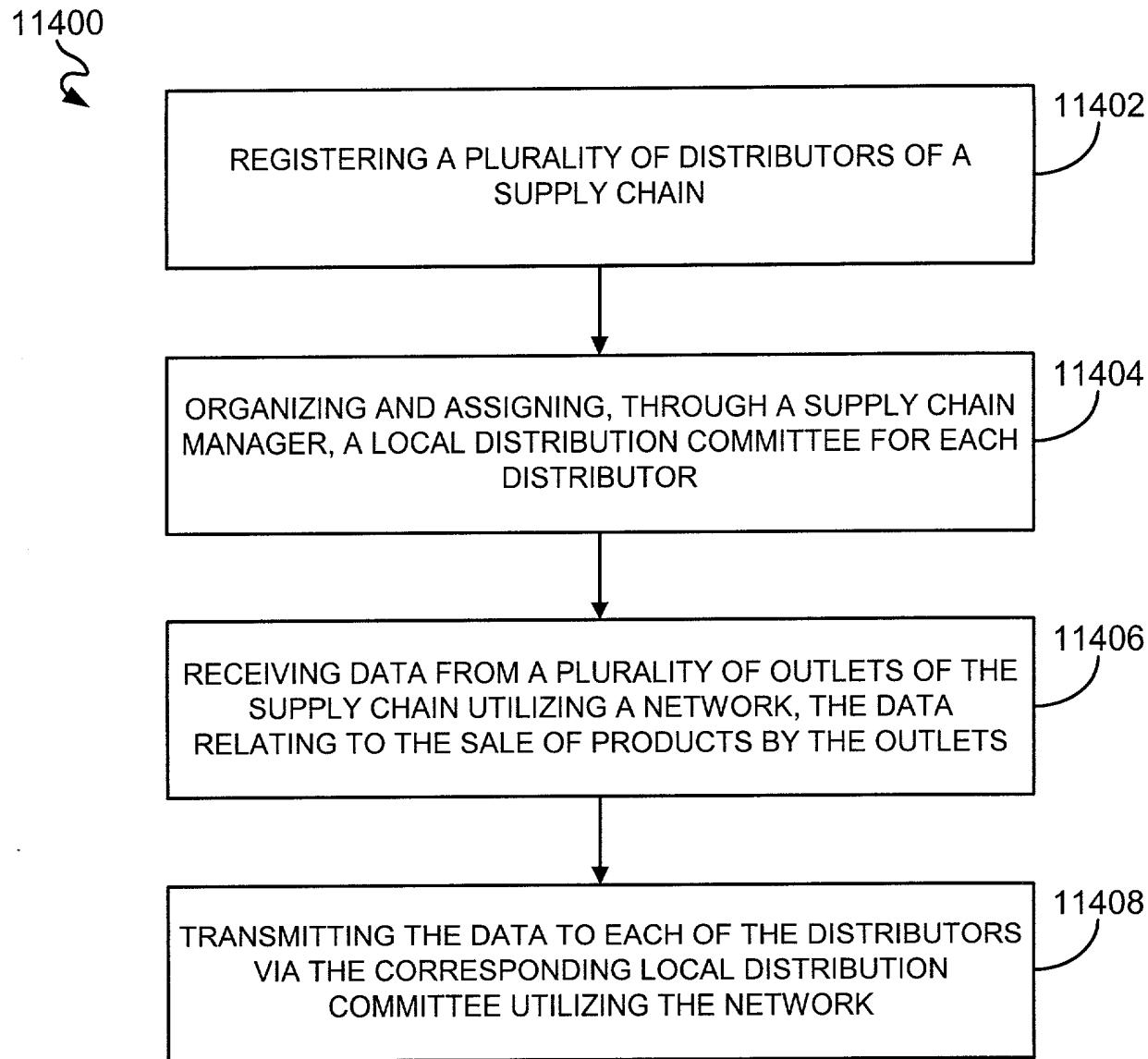
11208

**FIG. 112**

11300



**FIG. 113**



**FIG. 114**

11500

COLLECTING DATA FROM A PLURALITY OF STORES OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE STORES

GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA FOR ORDERING GOODS FROM A PLURALITY OF DISTRIBUTORS OF THE SUPPLY CHAIN

SENDING THE ELECTRONIC ORDER FORMS TO THE DISTRIBUTORS UTILIZING THE NETWORK

RECEIVING INVOICES FROM THE DISTRIBUTORS UTILIZING THE NETWORK

CALCULATING A PRICE FOR THE GOODS UTILIZING THE ELECTRONIC ORDER FORMS AND THE INVOICES

AUDITING THE PRICE

11502

11504

11506

11508

11510

11512

**FIG. 115**

11600

COLLECTING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE SUPPLY CHAIN PARTICIPANTS

ALLOWING ACCESS TO THE DATA UTILIZING A NETWORK-BASED INTERFACE

GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA FOR A SUPPLY CHAIN PARTICIPANT

SENDING THE ELECTRONIC ORDER FORMS TO THE SUPPLY CHAIN PARTICIPANT UTILIZING THE NETWORK

TRACKING A PERFORMANCE OF THE DELIVERY OF THE GOODS BY THE SUPPLY CHAIN PARTICIPANT

AUDITING THE PERFORMANCE OF THE DELIVERY OF THE GOODS BY THE SUPPLY CHAIN PARTICIPANT

**FIG. 116**

11700

COLLECTING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE OUTLETS

ALLOWING ACCESS TO THE DATA UTILIZING A NETWORK-BASED INTERFACE

PROCESSING THE DATA

SENDING THE PROCESSED DATA TO AT LEAST ONE OF A SUPPLIER, A DISTRIBUTOR AND THE OUTLETS IN THE SUPPLY CHAIN UTILIZING ELECTRONIC MAIL TRANSMITTED OVER THE NETWORK

**FIG. 117**

11800

NEGOTIATING AN AGREEMENT WITH A SUPPLIER OF A SUPPLY CHAIN THAT SETS A FIRST PRICE FOR A PREDETERMINED PRODUCT

11802

ORDERING THE PREDETERMINED PRODUCT FROM THE SUPPLIER BY A PURCHASING SUPPLY CHAIN PARTICIPANT

11804

COLLECTING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE SUPPLY CHAIN PARTICIPANTS

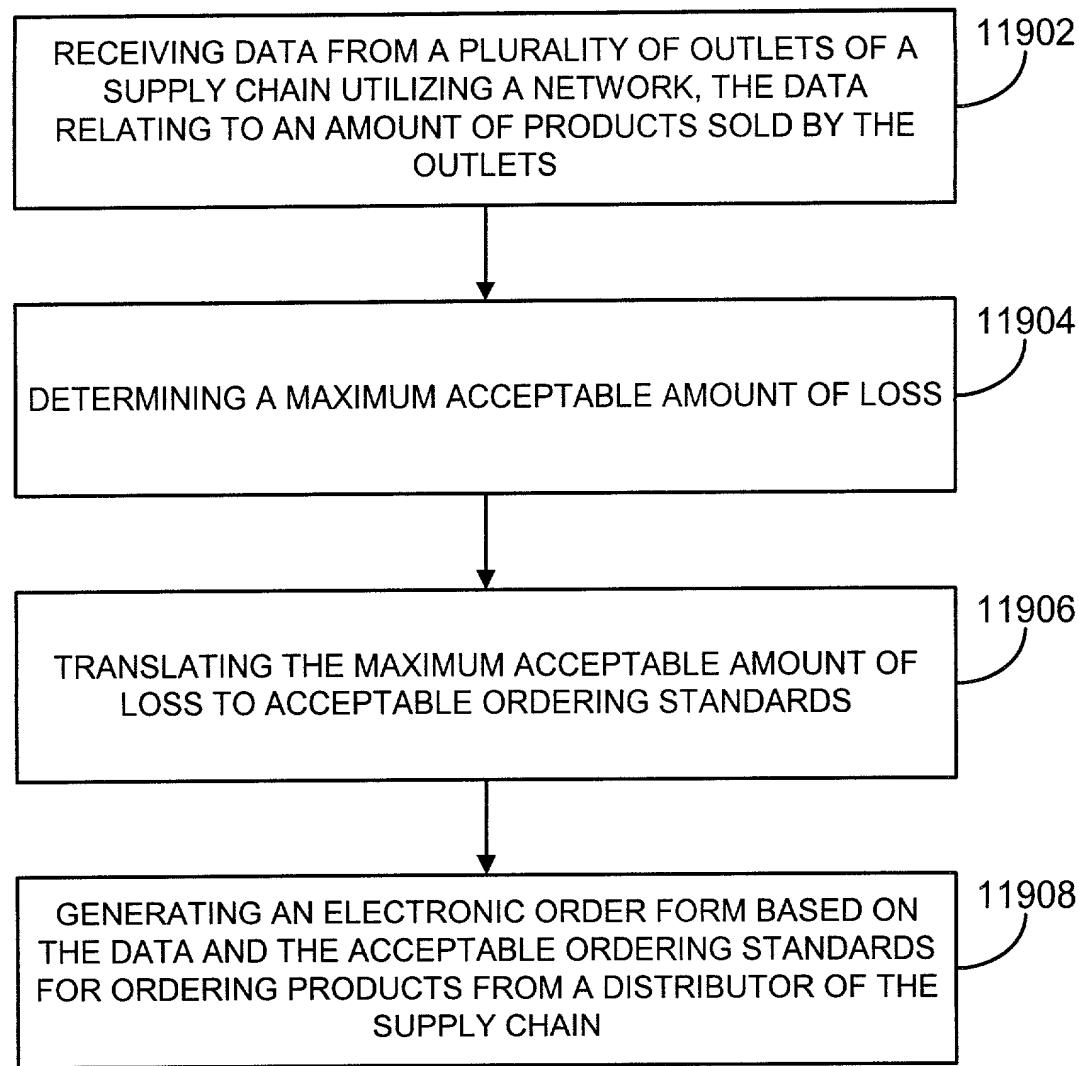
11806

RECEIVING AN INVOICE FROM THE SUPPLIER BY THE PURCHASING SUPPLY CHAIN PARTICIPANT, WHEREIN THE INVOICE REFLECTS A SECOND PRICE FOR THE PREDETERMINED PRODUCT WHICH IS DIFFERENT FROM THE FIRST PRICE

11808

**FIG. 118**

11900



**FIG. 119**

12000

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

12002

GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN, WHEREIN THE ELECTRONIC ORDER FORMS INDICATE AN AMOUNT OF THE PRODUCTS ORDERED BY EACH OUTLET

12004

TRACKING AN AMOUNT AND A LOCATION OF THE PRODUCTS UTILIZING THE DATA AND THE FORMS

12006

**FIG. 120**

12100

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

12102

MAKING THE DATA ACCESSIBLE TO THE OUTLETS, DISTRIBUTORS, AND SUPPLIERS UTILIZING A NETWORK BASED INTERFACE

12104

AUCTIONING SURPLUS PRODUCTS FROM AT LEAST ONE OF THE OUTLETS UTILIZING THE NETWORK-BASED INTERFACE

12106

**FIG. 121**

12200

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

12202

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN

12204

PROVIDING ACCESS TO THE DATA UTILIZING A NETWORK-BASED INTERFACE EQUIPPED TO HANDLE SECURE SOCKETS LAYER (SSL) PROTOCOL

12206

**FIG. 122**

12300

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN

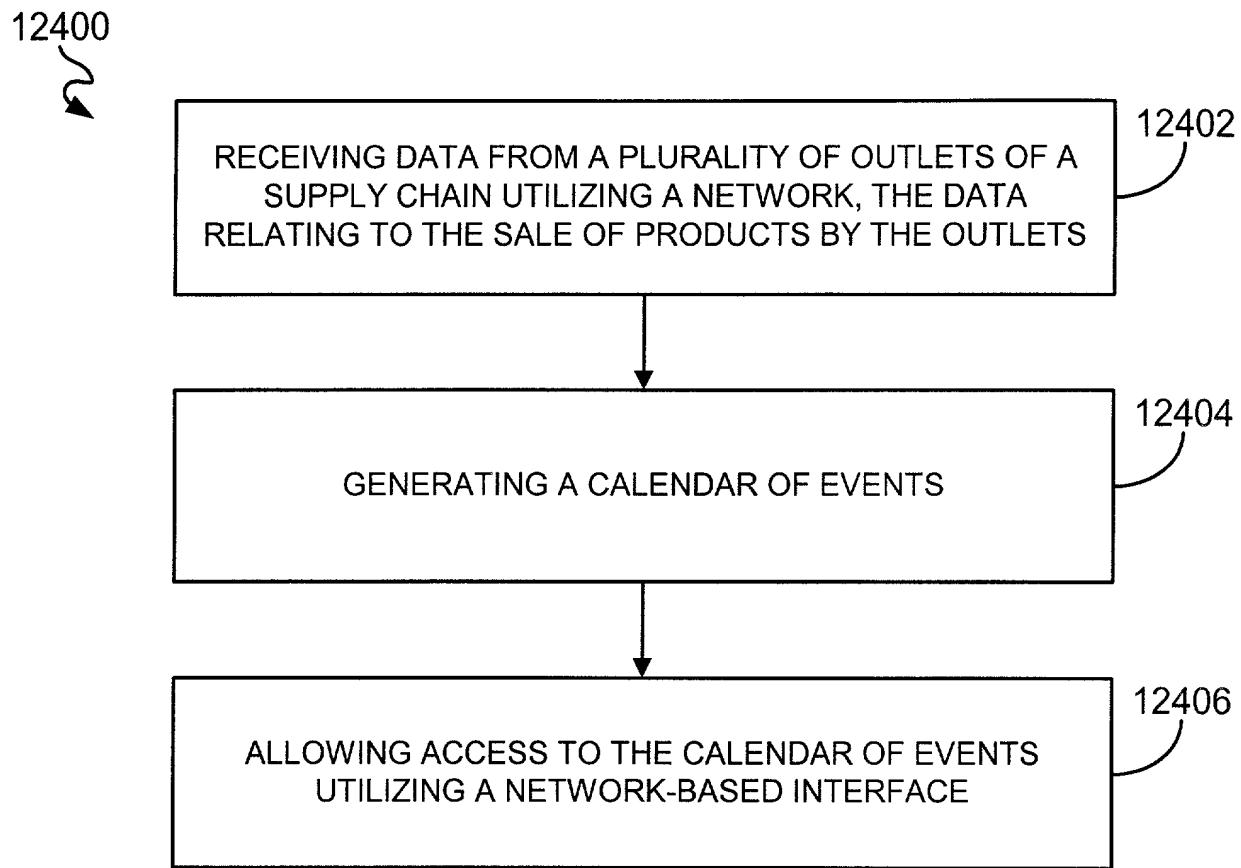
ALLOWING ACCESS TO THE DATA UTILIZING A NETWORK-BASED INTERFACE

12302

12304

12306

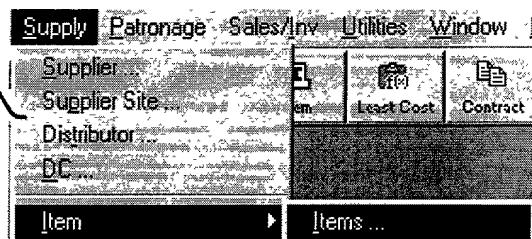
**FIG. 123**



**FIG. 124**

12500

12502



**FIG. 125**

12600

12602



**FIG. 126**

12700

12702

Item Desc:

Item Number:

Product Cat Code:

Status Code: Active

Item Rank:

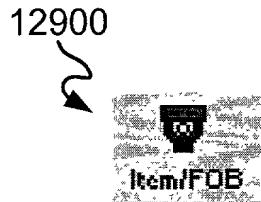
**FIG. 127**

12800

### Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

**FIG. 128**



**FIG. 129**

13000

**Supplier Item Desc:**

<b>Current:</b> <input checked="" type="radio"/> Yes <input type="radio"/> No	<b>Item No:</b> <input type="text"/>
<b>Items per Case:</b> <input type="text" value="5000"/>	<b>Tie Qty:</b> <input type="text"/>
<b>Innerpack Contents:</b> <input type="text" value="51000"/>	<b>High Qty:</b> <input type="text"/>
<b>Item Size:</b> <input type="text"/>	<b>Cases Per Pallet:</b> <input type="text"/>
<b>Case Length:</b> <input type="text"/>	<b>Stacking Allowed:</b> <input type="checkbox"/>
<b>Case Width:</b> <input type="text"/>	<b>Universal Product Code:</b> <input type="text"/>
<b>Case Depth:</b> <input type="text"/>	<b>Cases Per Truckload:</b> <input type="text" value="1350"/>
<b>Case Dimension U/M:</b> INCHES	<b>Net Weight:</b> <input type="text" value="39.00"/>
<b>Item Cube:</b> <input type="text" value="0.95"/> CUBIC FEET	<b>Gross Weight:</b> <input type="text" value="39.00"/>
<b>Item Shelf Life:</b> <input type="text"/>	<b>Weight U/M:</b> <input type="text" value="POUND(S)"/>
<b>BarCode:</b> <input type="text"/>	

**White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier**

**FIG. 130**

13100

<b>Site Information</b>	<b>Site Id:</b> 17355	<b>Site Role:</b> <i>FOB Shipping Point</i>
<b>Site Name:</b> TYSON FOODS - NEW HOLLAND, PA		

13102

**FIG. 131**

13200

<b>Site Information</b>	<b>Site Id:</b> 16	<b>FOB Shipping Point</b>
<b>Name:</b>	AMERISERVE-FARMINGDALE, NY	
<b>Status:</b>	Active	<input checked="" type="checkbox"/>
	<b>Railroad Name:</b>	<input type="checkbox"/>
	<b>Rail Sidings:</b>	<input type="checkbox"/>

**FIG. 132**

13300

DEFINING A PLURALITY OF ITEMS UTILIZING A GRAPHICAL  
USER INTERFACE

13302

SELECTING A SUPPLIER SITE FROM A SET UTILIZING THE  
GRAPHICAL USER INTERFACE, THE SET OF SUPPLIER  
SITES BEING DETERMINED BASED ON THE DEFINITION OF  
THE ITEMS

13304

DETERMINING A DISTRIBUTION CENTER UTILIZING THE  
GRAPHICAL USER INTERFACE, THE DISTRIBUTION CENTER  
BEING DESIGNATED TO INTERFACE WITH THE SUPPLIER  
SITE FOR DISTRIBUTION OF THE ITEMS

13306

**FIG. 133**

13400

Item: WRAP-BACON DOUBLE CHEESEBURGER DELUXE Begin: 7/1/96 End: 9/1/96 Final:

Override Rules:  Yes  No Apply By: Cell

**FIG. 134**

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASSVILLE,	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, NY	TYSON FOODS - NEW HOLLAND, PA

**FIG. 135**

13600

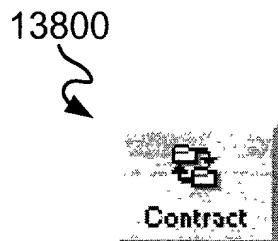
Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

**FIG. 136**

13700

Contr	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

**FIG. 137**



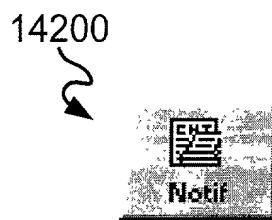
**FIG. 138**

Min. Order	UM	Slip	Deliv.
1	TRUCKLOAD(S) Pallet		
1	TRUCKLOAD(S) Pallet		

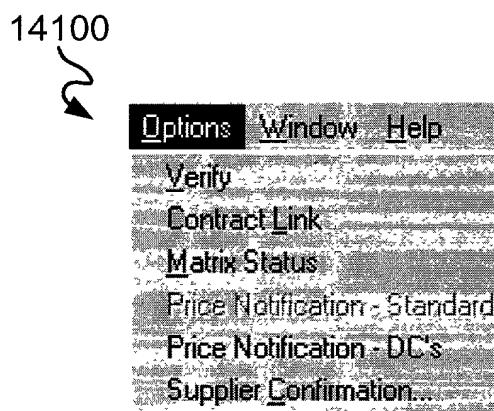
**FIG. 139**

Carrier	Stated Vol
Truck	83,600
Truck	215,040

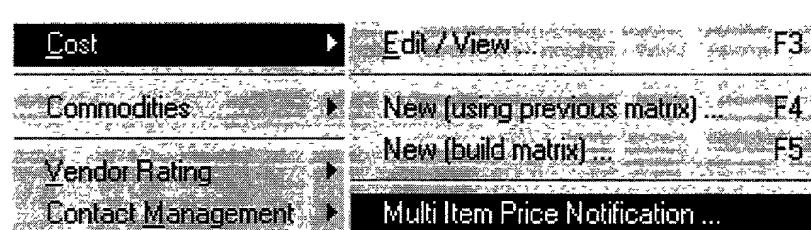
**FIG. 140**



**FIG. 142**



**FIG. 141**



**FIG. 143**

14400

IDENTIFYING AT LEAST ONE ITEM TO BE DISTRIBUTED  
UTILIZING A GRAPHICAL USER INTERFACE

14402

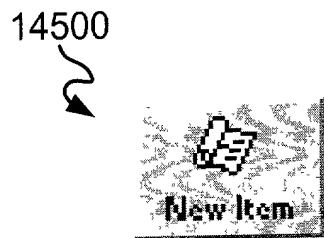
ASSOCIATING A COST MODEL WITH THE ITEM UTILIZING  
THE GRAPHICAL USER INTERFACE

14404

DETERMINING A TIME FRAME DURING WHICH THE COST  
MODEL IS VALID UTILIZING THE GRAPHICAL USER  
INTERFACE, WHEREIN THE COST MODEL IDENTIFIES A  
CONTRACT COST, AN INVOICE COST, AND A LANDED COST  
ASSOCIATED WITH THE DISTRIBUTION OF THE ITEM

14406

**FIG. 144**



**FIG. 145**

14600

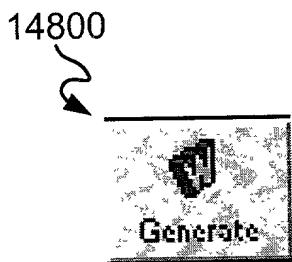
<b>Contract ID:</b>	673 - TYSON FOODS
<b>Initial Buyer Name:</b>	Jamie Hersh
<b>Current Buyer Name:</b>	Chris Stanton

**FIG. 146**

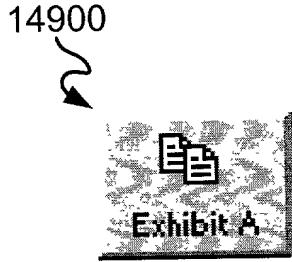
14700

<b>Contract Start Date:</b>	05/15/98
<b>Contract End Date:</b>	12/31/02
<b>Execution Date:</b>	5/15/98
<b>Effective:</b>	Shipment Date
<b>Payment Terms:</b>	Net 10

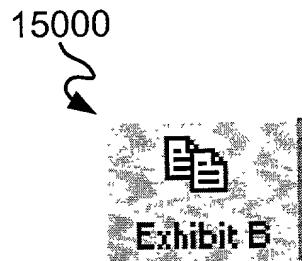
**FIG. 147**



**FIG. 148**



**FIG. 149**



**FIG. 150**

15100

Select the End Dates to Use on the Exhibit			
Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER 4.0 OZ	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER JR. 2.8 OZ	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date

FIG. 151

15200



FIG. 152

15300



FIG. 153

15400

IDENTIFYING A CONTRACT UTILIZING A GRAPHICAL USER INTERFACE

15402

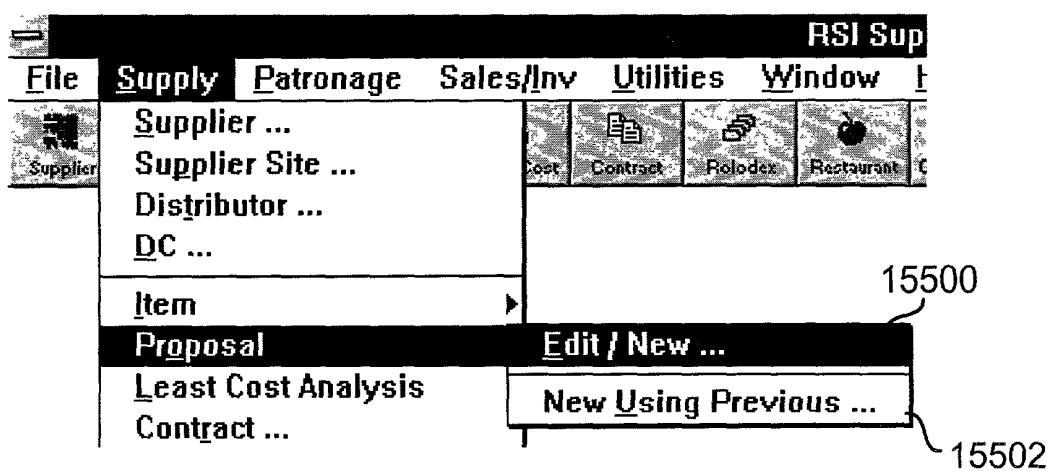
ASSOCIATING THE CONTRACT WITH AN ITEM TO BE DISTRIBUTED UTILIZING THE GRAPHICAL USER INTERFACE

15404

PREVENTING THE ITEM FROM BEING ASSOCIATED WITH MORE THAN ONE CONTRACT

15406

**FIG. 154**



**FIG. 155**

15600

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | View Bid

**Proposal Information**

**Proposal ID:** 1021 **Proposal Due Date:** 06/12/97

**Proposal Name:** Foam Hot Cups & Polystyrene Lids **Contract Begin Date:** 07/01/97

**Buyer Name:** Dennis Clabby **Contract End Date:** 06/30/98

**Actions**

#	Date	Action Description
1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup.

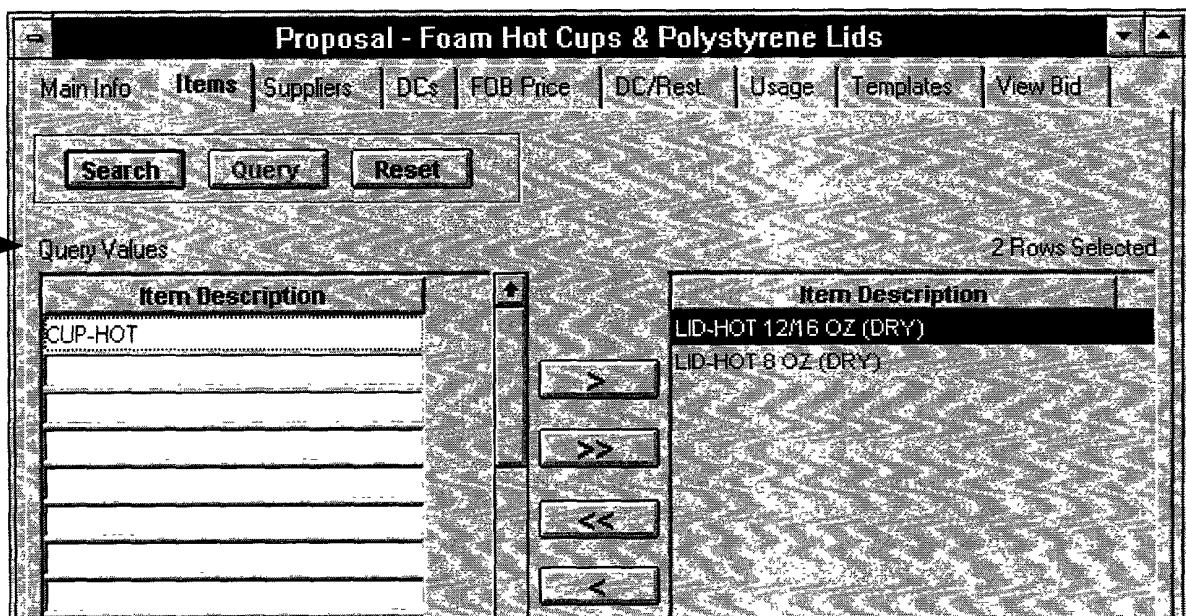
FIG. 156

15700



**FIG. 157**

15800



**FIG. 158**

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info Items Suppliers DCs FOB Price DC/Rest Usage Templates Recreate Bid

Search Query Reset

6 Rows Found 5 Rows Selected

Item Description	
CUP-HOT 12 OZ (PAPER)	DRY
CUP-HOT 16 OZ (PAPER)	DRY
CUP-HOT 8 OZ (PAPER)	DRY
15902	>
15904	>>
	<<
	<
15906	
15908	

FIG. 159

16000

Main Info Items Suppliers DCs FOB Price DC/Rest Usage Templates Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item.

Item Description FOB Price Component

MAYO-BULK

Mayonaise Components
(None Selected)
Generic FOB Pricing
Mayonaise Components

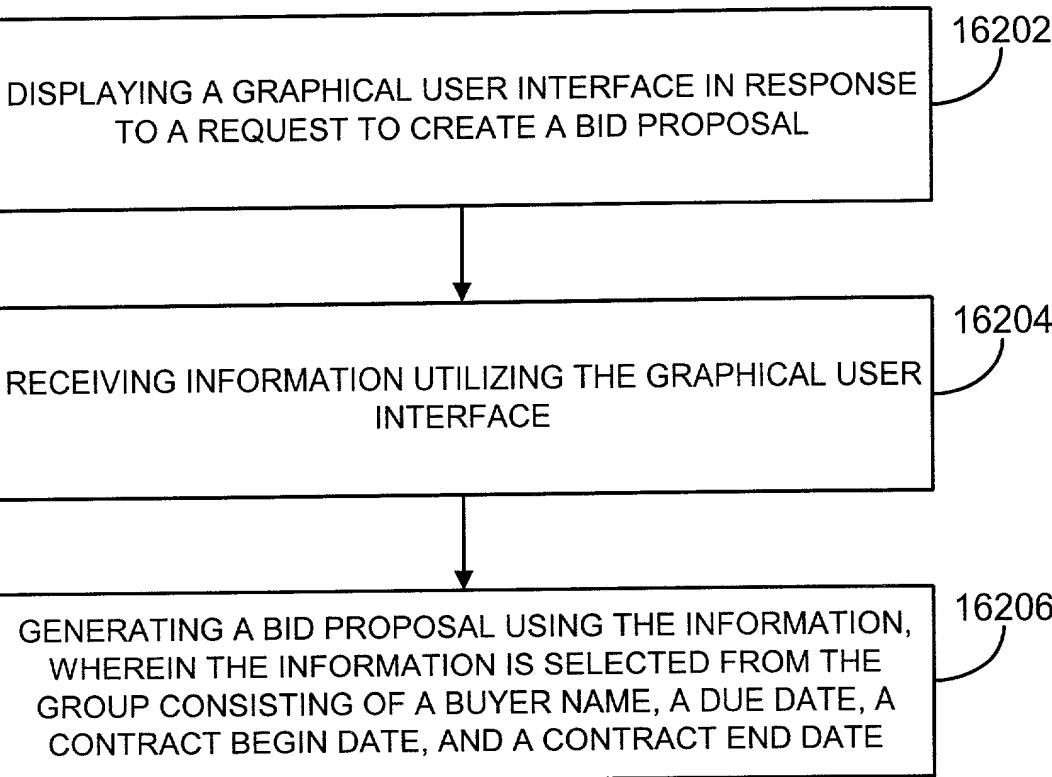
FIG. 160

16100

Item	Growth %	Gross Wgt.	Item Cube	Contract Period			
CHICKEN-BK BROILER	5.00%	32	1.26	09/01/97 to 12/31/97			
CHICKEN-PATTY	7.00%	37.00	1.09				
CHICKEN-TENDERS	0.00%	25.00	1.06				
Distribution Center	Previous Case Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC Item Growth	Projected Unit Usage	
POST-ALBUQUERQ	576	30	99.34%	6.03	5.00%	755	
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083	
POST-SALT LAKE	116	2	80.00%	5.46	5.00%	37	

FIG. 161

16200



**FIG. 162**

16300



**FIG. 163**

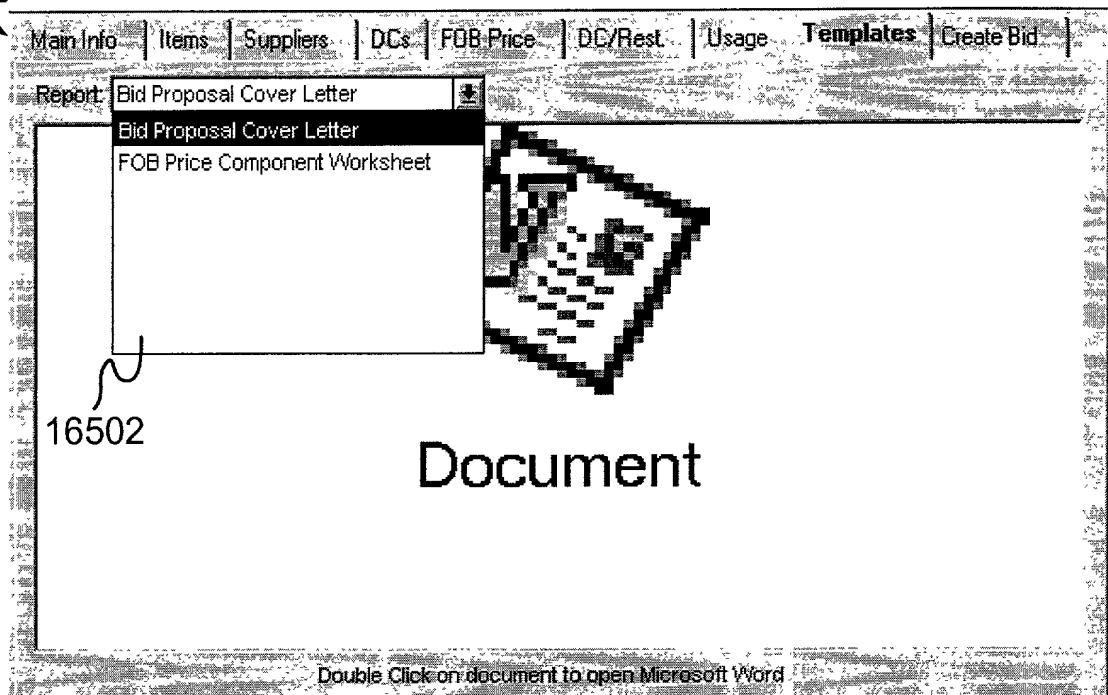
16400

A screenshot of a software interface showing a list of templates. The list is presented in a table with three columns: 'Supply', 'MS', and 'Editable Word'. The 'Supply' column contains icons representing different file formats. The 'MS' column contains the letters 'MS'. The 'Editable Word' column contains 'Y/N' values. The templates listed are: Bid Proposal Cover Letter (Supply: Word, MS: MS, Editable Word: Y), General Terms and Conditions (Supply: Word, MS: MS, Editable Word: N), Usage Estimates (Supply: Word, MS: MS, Editable Word: N), Supplier Facility Worksheets (Supply: Word, MS: MS, Editable Word: N), Item Information Worksheets (Supply: Word, MS: MS, Editable Word: N), Sample Supply Agreement (Supply: Word, MS: MS, Editable Word: N), BK Specification Request (Supply: Word, MS: MS, Editable Word: N), FOB Price Component (Supply: Word, MS: MS, Editable Word: Y), Truckload Freight Worksheet (Supply: Word, MS: MS, Editable Word: N), and LTL Freight Worksheet (Supply: Word, MS: MS, Editable Word: N).

Supply	MS	Editable Word
Word	MS	Y
Word	MS	N
Word	MS	Y
Word	MS	N
Word	MS	N

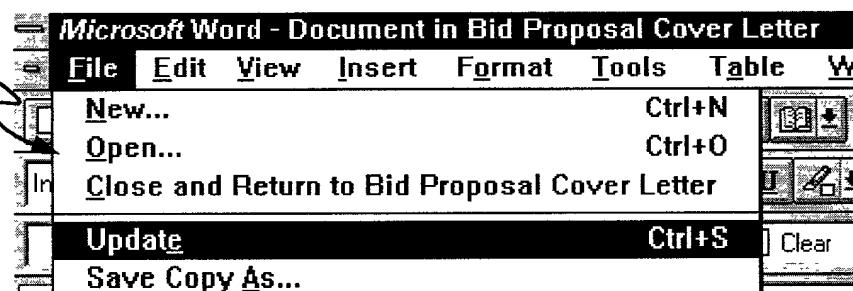
**FIG. 164**

16500



**FIG. 165**

16600



**FIG. 166**

16700

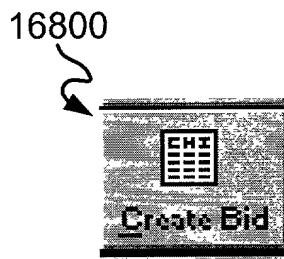
Main Info | Items | Suppliers | DC's | FOB Price | DC/Rest. | Usage | Templates | Create Bid | Bid Proposal Sent |

Bid Proposal Will Include Checked Documents

<b>General</b>	<b>Cost</b>
<input checked="" type="checkbox"/> Bid Proposal Cover Letter	<input checked="" type="checkbox"/> FOB Price Component Worksheet
<input checked="" type="checkbox"/> General Terms & Conditions	<input checked="" type="checkbox"/> Truckload Freight Worksheet
<input checked="" type="checkbox"/> Usage Estimates	<input checked="" type="checkbox"/> LTL Freight Worksheet
<input checked="" type="checkbox"/> Supplier Facility Worksheet	
<input checked="" type="checkbox"/> Item Information Worksheet	
<input checked="" type="checkbox"/> Sample Supply Agreement	
<input checked="" type="checkbox"/> BK Specification Request	

\* LTL Freight Worksheet will be printed by system if necessary

**FIG. 167**



**FIG. 168**

16900

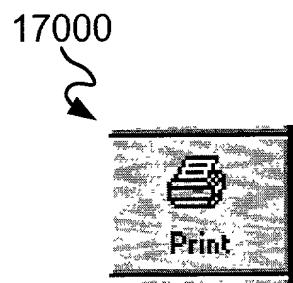
Report: Item Information Worksheet  
7/2/97 Supplier: (all)

Bid Proposal Cover Letter  
FOB Price Component Worksheet  
General Terms & Conditions  
**Item Information Worksheet**  
LTL Freight Worksheet  
Sample Supply Agreement  
Supplier Facility Worksheet

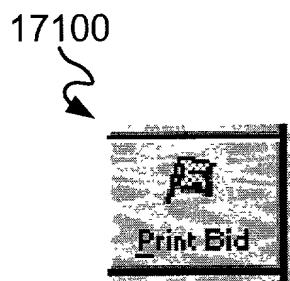
ATTY  
DS

**Restaurant Services, Inc.**  
**Item Information Worksheet**

**FIG. 169**



**FIG. 170**



**FIG. 171**

17200

IDENTIFYING A PROPOSAL UTILIZING A GRAPHICAL USER INTERFACE

17202

INDICATING A PLURALITY OF COMPONENTS OF THE PROPOSAL UTILIZING THE GRAPHICAL USER INTERFACE

17204

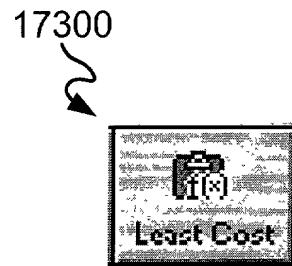
ALLOWING THE SELECTION OF THE COMPONENTS UTILIZING THE GRAPHICAL USER INTERFACE

17206

CREATING A PROPOSAL UTILIZING THE SELECTED COMPONENTS

17208

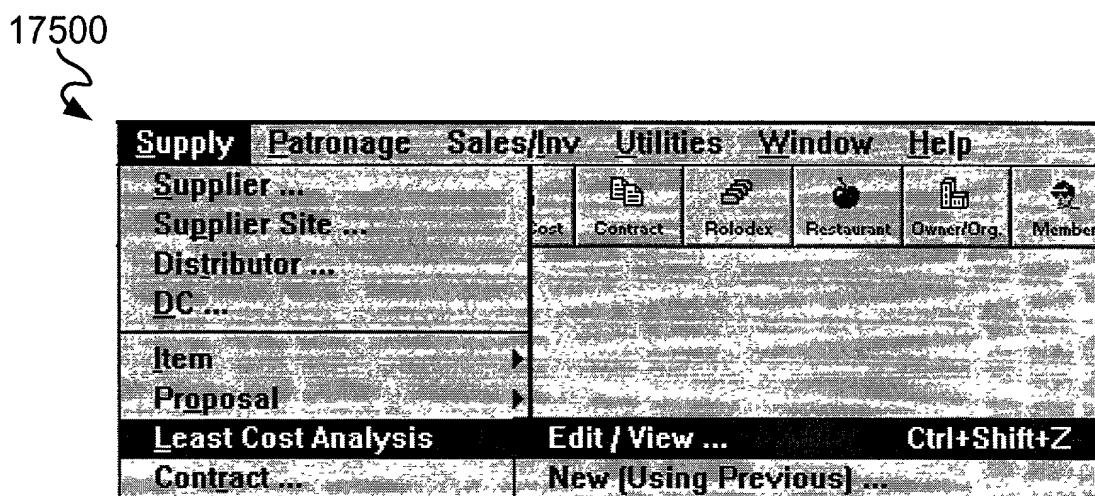
**FIG. 172**



**FIG. 173**



**FIG. 174**



**FIG. 175**

17600

Bid Proposal Name: (None)

Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)

Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

**FIG. 176**

17700

SELECTING BETWEEN A PLURALITY OF OPTIONS UTILIZING  
A GRAPHICAL USER INTERFACE, EACH OPTION  
CORRESPONDING TO A SEPARATE TECHNIQUE OF  
CREATING AN ANALYSIS

17702

GENERATING A NEW ANALYSIS UPON THE SELECTION OF A  
FIRST OF THE OPTIONS

17704

EDITING A PREVIOUS ANALYSIS UPON THE SELECTION OF  
A SECOND OF THE OPTIONS

17706

INTEGRATING A BID PROPOSAL WITH AN INTEGRATED  
ANALYSIS UPON THE SELECTION OF A THIRD OF THE  
OPTIONS

17708

**FIG. 177**

17800

Analysis Name: Hash Brown Actual

Analysis ID: 1036

Buyer: Dennis Clabby

Period of Agreement: 10/1/97 THRU 9/30/98

Unit Of Measure: CASE(S)

FIG. 178

17900

Version (1) of (9) Base version

What is the max # of FOB points to allocate to each DC? One FOB

What is pricing method for this version? FOB + Freight

What is the RSI Invoice FOB Upcharge (Downcharge)? 0.0000

Override RBC Truckload Validation? No

Solution Strategy: Standard Last Revision: 9/15/97 1:04 PM

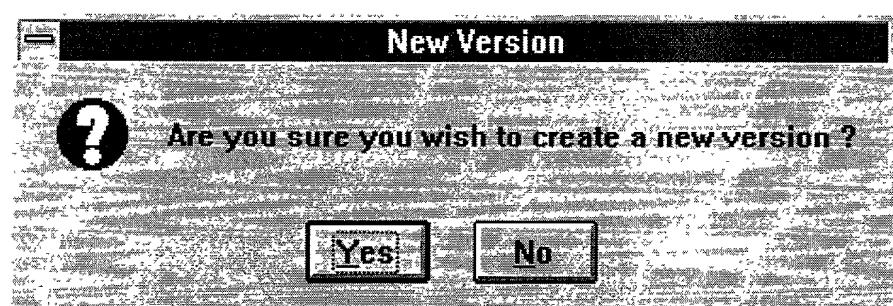
FIG. 179

18000



**FIG. 180**

18100



**FIG. 181**

18200

MAINTAINING A PLURALITY OF SEPARATE VERSIONS OF AN ANALYSIS IN A DATABASE

RECEIVING A REQUEST FOR AN ADDITIONAL VERSION OF THE ANALYSIS UTILIZING A GRAPHICAL USER INTERFACE

GENERATING THE ADDITIONAL VERSION OF THE ANALYSIS IN RESPONSE TO THE REQUEST

ALLOWING A PLURALITY OF PARAMETERS OF THE ADDITIONAL VERSION TO BE CHANGED UTILIZING THE GRAPHICAL USER INTERFACE, WHEREIN THE PARAMETERS ARE SELECTED FROM THE GROUP CONSISTING OF A MAXIMUM NUMBER OF SUPPLIER SOURCES, A PRICING METHOD, AND AN INVOICE ADJUSTMENT

18202

18204

18206

18208

**FIG. 182**

18300

Search    Query    Reset

Query Values

Supplier FOB
DOP

7 Rows Selected

Supplier FOB
DOPACO-DOWNTON, PA
DOPACO-KINSTON, NC
DOPACO-ST. CHARLES, IL
DOPACO-STOCKTON, CA
IMPERIAL BONDWARE-SHELBYVILLE, IL

>>>

18302

**FIG. 183**

18400

Item Description	Conv. Factor
FRIES-COATED (FRZN)	36

18402

**FIG. 184**

18500

DISPLAYING A GRAPHICAL USER INTERFACE INDICATING A PLURALITY OF ITEMS

ALLOWING THE SELECTION OF ONE OF THE ITEMS UTILIZING THE GRAPHICAL USER INTERFACE

DEPICTING A SUPPLIER ASSOCIATED WITH THE ITEM IN RESPONSE TO THE SELECTION

ALLOWING A PLURALITY OF PARAMETERS OF THE SUPPLIER TO BE CHANGED UTILIZING THE GRAPHICAL USER INTERFACE

18502

18504

18506

18508

**FIG. 185**

18600

Item Description	Supplier FOB
CUP-COLD 16 OZ	DOPACO-DOMNINGTOWN, PA
CUP-COLD 22 OZ	DOPACO-DOMNINGTOWN, PA
CUP-COLD 32 OZ	DOPACO-DOMNINGTOWN, PA

Supplier Item Desc: 16 OZ COLD CUP	Item No.: CP2942
Items per Case:	Tie Qty: 5
Innerpack Contents: 1200	High Qty: 5
Item Size:	Cases Per Pallet: 25
Item Shelf Life:	Stacking Allowed: <input checked="" type="radio"/> Yes <input type="radio"/> No
Case Length: 22.125	Mandatory
Case Width: 15.125	Case Cube: 3.43 CUBIC FEET
Case Depth: 17.75	Cases Per Truckload: 769
Case U/M: INCHES	Gross Weight: 29.28 POUND(S)
	Net Weight: 27.28 POUND(S)

FIG. 186

18700



FIG. 187

18800

ENTERING A QUERY IN A SEARCH FIELD OF A GRAPHICAL  
USER INTERFACE FOR SEARCHING FOR A PLURALITY OF  
SUPPLY CHAIN COMPONENTS

18802

LISTING RESULTS OF THE SEARCH IN A RESULTS FIELD OF  
THE GRAPHICAL USER INTERFACE

18804

SELECTING THE RESULTS FROM THE RESULTS FIELD FOR  
INCLUSION IN A SUPPLY CHAIN ANALYSIS

18806

**FIG. 188**

18900



Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
CAVENDISH FARMS		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
J.R. SIMPLOT COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.		Pallet	200,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
LAMB-WESTON, INC - PASCO, WA	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC - RICHLAND WA	0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC - AMERICAN FALLS ID	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 189

19000



Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
MCCAIN FOODS		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
NESTLE FOOD COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
ORE-IDA FOODS		Pallet	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
MCCAIN FOODS, LTD - PRINCE EDWARD ISLAND	18,000,000	30,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
MCCAIN FOODS LTD - PORTAGE LE PRAIRIE	45,000,000	50,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
MCCAIN FOODS, INC - OTHELLO, WA	27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 190

19100

DISPLAYING A PLURALITY OF SUPPLIER SITES UTILIZING A  
GRAPHICAL USER INTERFACE

19102

DETERMINING A MINIMUM VALUE AND A MAXIMUM VALUE  
OF CAPACITY LEVELS ASSOCIATED WITH THE SUPPLIER  
SITES UTILIZING THE GRAPHICAL USER INTERFACE

19104

CONDITIONALLY EXCLUDING THE SUPPLIER SITES FROM A  
SUPPLY CHAIN ANALYSIS UTILIZING THE GRAPHICAL USER  
INTERFACE

19106

**FIG. 191**

19200

Supplier	#	Volume
HUDSON INDUSTRIES	0	
INTERNATIONAL DIVERSEFOODS	0	
SUPERIOR COFFEE & FOODS	0	

Supplier FOB	Item	Cont. FOB	#	Volume
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	8.4200	0	
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR	9.2300	0	

**FIG. 192**

19300

Supplier	#	Volume
SSI FOOD SERVICES	0	
TEXAS AMERICAN FOOD SERVICE	0	
WHITEFORD FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0026	10	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0010	2	2,508,000

FIG. 193

19400

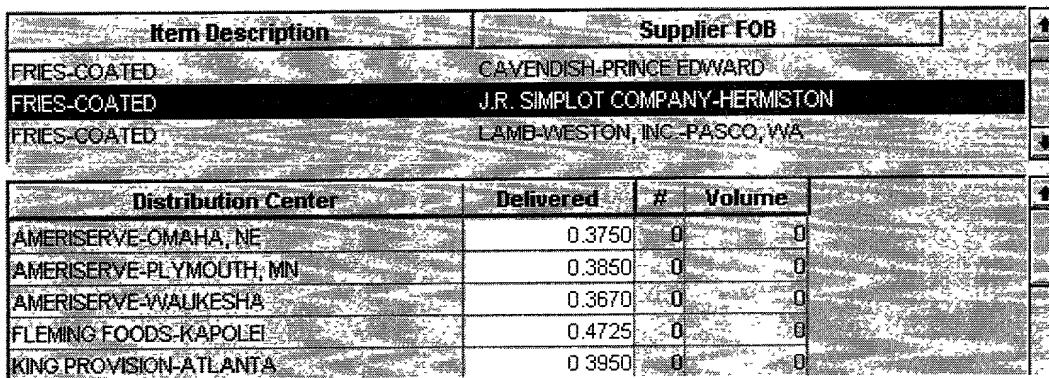
Supplier	#	Volume
VENTURA FOODS	0	
VENTURA FOODS	1	100,000

Supplier FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SALICE-BULK-TARTAR	9.4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.4800	1	

FIG. 194

19500



Item Description	Supplier FOB		
FRIES-COATED	CAVENDISH-PRINCE EDWARD		
FRIES-COATED	J.R. SIMPLOT COMPANY-HERMISTON		
FRIES-COATED	LAMB-WESTON, INC-PASCO, WA		
Distribution Center	Delivered	#	Volume
AMERISERVE-OMAHA, NE	0.3750	0	0
AMERISERVE-PLYMOUTH, MN	0.3850	0	0
AMERISERVE-WAUKESHA	0.3670	0	0
FLEMING FOODS-KAPOLEI	0.4725	0	0
KING PROVISION-ATLANTA	0.3950	0	0

FIG. 195

19600

RECEIVING A SELECTION OF AT LEAST ONE OF A PLURALITY OF TYPES OF PRICING SCHEMES UTILIZING A GRAPHICAL USER INTERFACE

19602

DISPLAYING A PLURALITY OF SUPPLIER SITES UTILIZING THE GRAPHICAL USER INTERFACE

19604

DEPICTING AT LEAST ONE OF A PLURALITY OF PRICING FIELDS ADJACENT THE SUPPLIER SITES BASED ON THE SELECTION UTILIZING THE GRAPHICAL USER INTERFACE

19606

**FIG. 196**

19700



Total Rest. Growth Amount		Usage Period	
5.00%	19702	09/01/97 to 08/31/98	
Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Aug. Rest. Count
AMERISERVE/POST-ALBUQUERQUE	27	5.00%	28
AMERISERVE/POST-DENVER	35	5.00%	37
AMERISERVE/POST-SALT LAKE UT	2	5.00%	2
AMERISERVE-OMAHA, NE	166	5.00%	174

FIG. 197

19800



Item	Item Growth %	Usage Period				
CHICKEN-PATTY	.00%					
Distribution Center	Previous Usage	Projected Rest. Count	Covg. Factor	Aug. # RM	DC Item Growth	Projected Usage
AMER-OMAMA	44,085	166	98.49%	24.12	4.00%	49,205
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%	40,823
AMER-MILWAUK	38,520	188	100.00%	19.02	0.00%	42,909

FIG. 198

19900

DISPLAYING A PLURALITY OF SUPPLY CHAIN  
DISTRIBUTORS UTILIZING A GRAPHICAL USER INTERFACE

ALLOWING THE ENTRY OF A GROWTH VALUE UTILIZING  
THE GRAPHICAL USER INTERFACE

CALCULATING A PROJECTED PARAMETER AMOUNT  
ASSOCIATED WITH THE SUPPLY CHAIN DISTRIBUTORS  
BASED ON THE GROWTH VALUE

19902

19904

19906

**FIG. 199**

20000

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211
Distribution Center		Lane Restriction	Honor H.L. Rate
AMERISERVE-POST-ALBUQUERQUE	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded
AMERISERVE-POST-DENVER	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded
AMERISERVE-POST-SALT LAKE UT	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded

20002

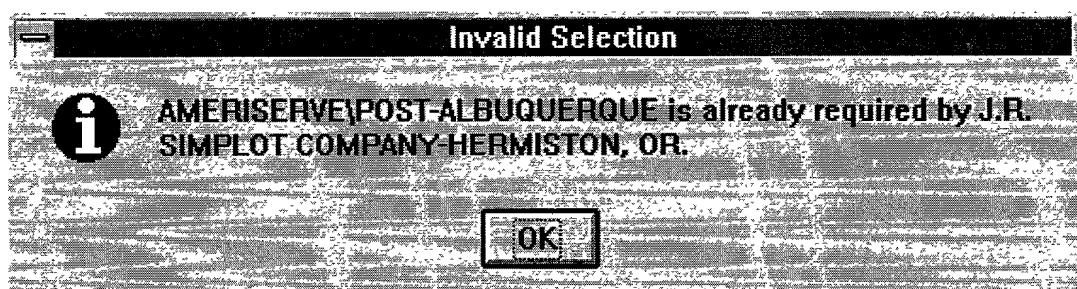
**FIG. 200**

20100

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211
Distribution Center		Lane Restriction	Honor H.L. Rate
AMERISERVE-POST-ALBUQUERQUE	<input type="radio"/> Solver	<input checked="" type="radio"/> Required	<input type="radio"/> Excluded
AMERISERVE-POST-DENVER	<input checked="" type="radio"/> Solver	<input type="radio"/> Required	<input type="radio"/> Excluded

**FIG. 201**

20200



**FIG. 202**

20300

DISPLAYING A PLURALITY OF DISTRIBUTION CENTERS OF A SUPPLY CHAIN UTILIZING A GRAPHICAL USER INTERFACE

DESIGNATING A LANE RESTRICTION OF EACH OF THE DISTRIBUTION CENTERS UTILIZING THE GRAPHICAL USER INTERFACE

CONDITIONALLY INVOLVING THE DISTRIBUTION CENTERS IN A SUPPLY CHAIN ANALYSIS BASED ON THE DESIGNATION

20302

20304

20306

**FIG. 203**

20400

Supplier FOB	Address		
CAVENDISH FARMS	Dieppe NB E1A6X4		
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston OR 99999		
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls ID 83211		
Distribution Center	Truckload Freight	Lane Distance	
AMERISERVE/POST-ALBUQUERQUE	1,617		
AMERISERVE/POST-DENVER	1,277		
AMERISERVE/POST-SALT LAKE, UT	691		

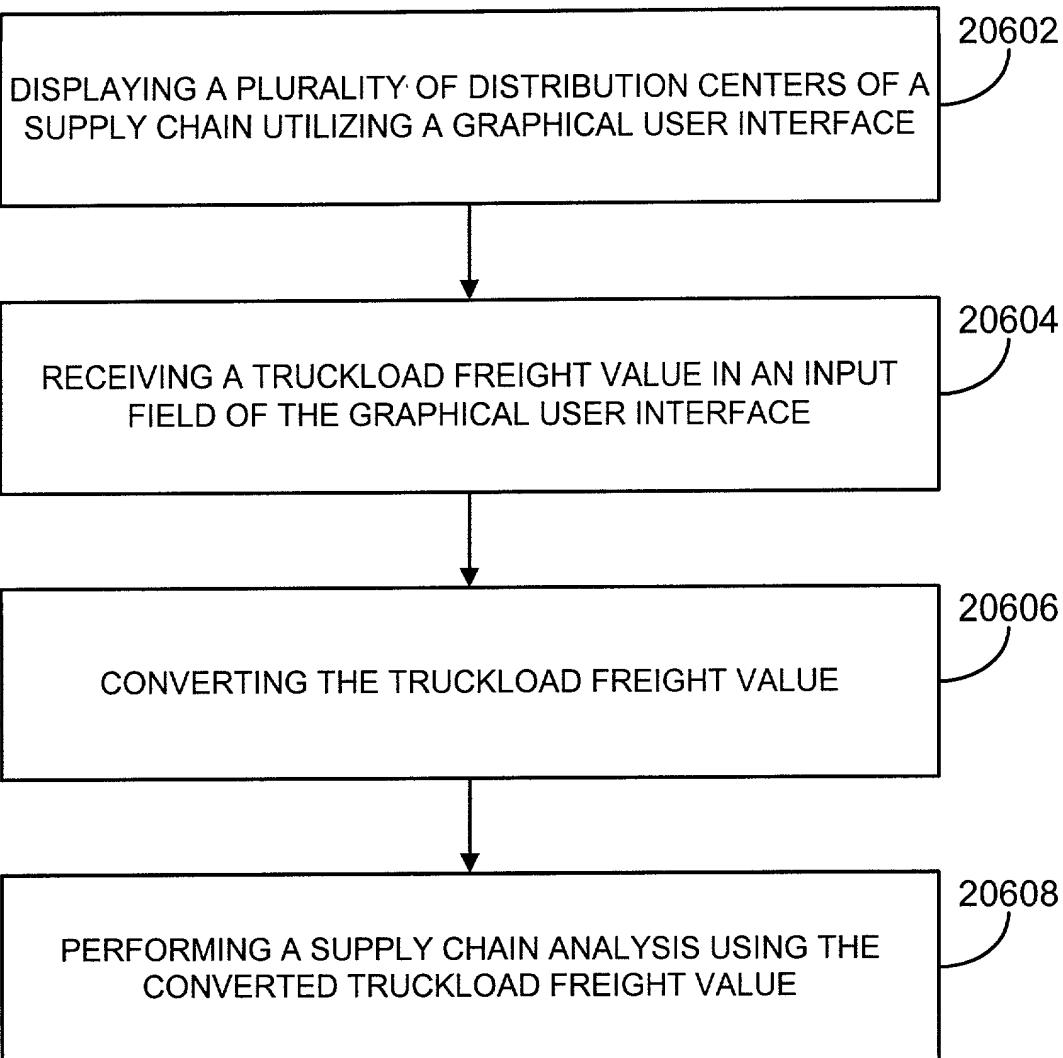
**FIG. 204**

20500

Supplier FOB	Address						
O.K. FOODS-FORT SMITH AR	Fort Smith AR 72904						
TYSON FOODS-GREEN FORREST AR	Green Forest AR 72638						
TYSON FOODS-RUSSELVILLE AR	Russellville AR 72801						
Distribution Center	Weight Minimum	LTL LBS	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	
PS-ATLANTA	15,000					1.10	
PS-BURLINGTON	15,000	400.00				1.20	

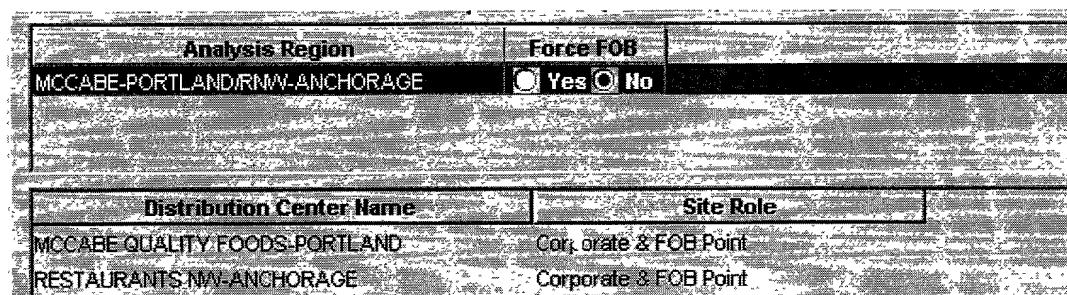
**FIG. 205**

20600



**FIG. 206**

20700



Analysis Region	Force FOB
MCCABE-PORTLAND/RMW-ANCHORAGE	<input checked="" type="radio"/> Yes <input type="radio"/> No
Distribution Center Name	Site Role
MCCABE QUALITY FOODS-PORTLAND	Corporate & FOB Point
RESTAURANTS RMW-ANCHORAGE	Corporate & FOB Point

**FIG. 207**

20800

DISPLAYING A PLURALITY OF DISTRIBUTION CENTERS OF A SUPPLY CHAIN UTILIZING A GRAPHICAL USER INTERFACE

IDENTIFYING A FREE ON BOARD (FOB) POINT ASSOCIATED WITH A REGION IN WHICH THE DISTRIBUTION CENTERS RESIDE

FORCING THE DISTRIBUTION CENTERS TO USE THE FOB IN RESPONSE TO A USER ACTION UTILIZING THE GRAPHICAL USER INTERFACE

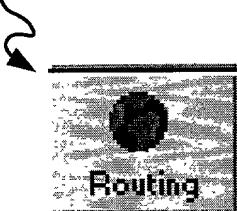
20802

20804

20806

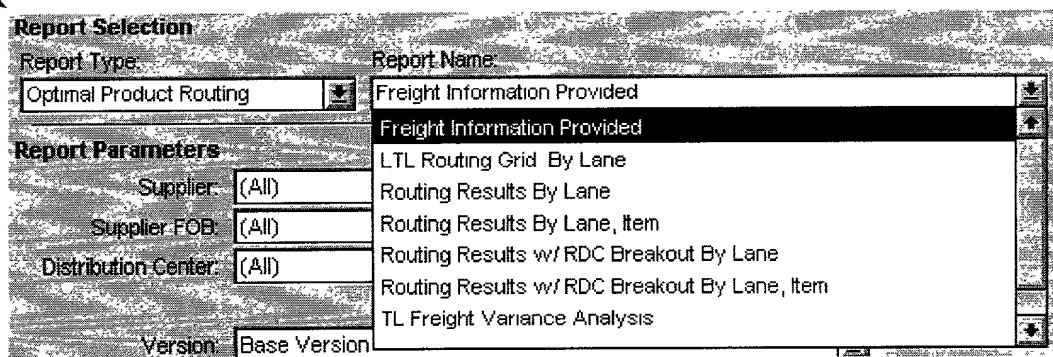
**FIG. 208**

20900



**FIG. 209**

21000



**FIG. 210**

21100

IDENTIFYING A PLURALITY OF LANES OF A SUPPLY CHAIN

DETERMINING A LOWEST COST ROUTING SCHEME FOR  
EACH OF THE LANES

PERFORMING A SUPPLY CHAIN ANALYSIS USING THE  
LOWEST COST ROUTING SCHEME

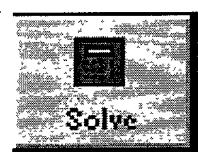
21102

21104

21106

**FIG. 211**

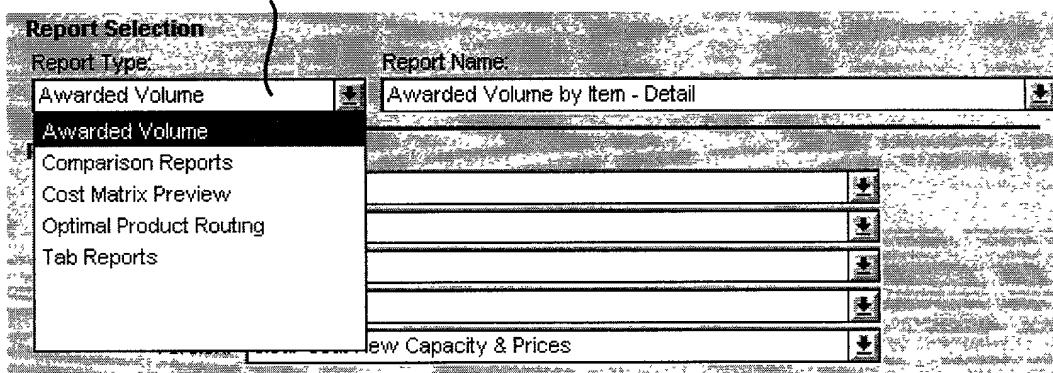
21200



**FIG. 212**

21300

21302



**FIG. 213**

21400

Awarded Volume by Item - Detail
Awarded Volume by Item - Detail
Awarded Volume by Item - Freight
Awarded Volume by Item - Summary
Competing DC Freight Analysis by Item
Lane Assignment Matrix
Lane Weighted Average Delivered Cost

**FIG. 214**

21500

Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (with conversion)
Invoice FOB Detail Comparison (no conversion)
Invoice FOB Detail Comparison (with conversion)
Invoice FOB Savings Comparison (no conversion)
Invoice FOB Savings Comparison (with conversion)

**FIG. 215**

21600

Report Type:	Report Name:
Comparison Reports	<input checked="" type="checkbox"/> Assigned Volume Percentages (no conversion)

**FIG. 216**

21700

Report Name:
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (with conversion)
Invoice FOB Detail Comparison (no conversion)

**FIG. 217**

21800

Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

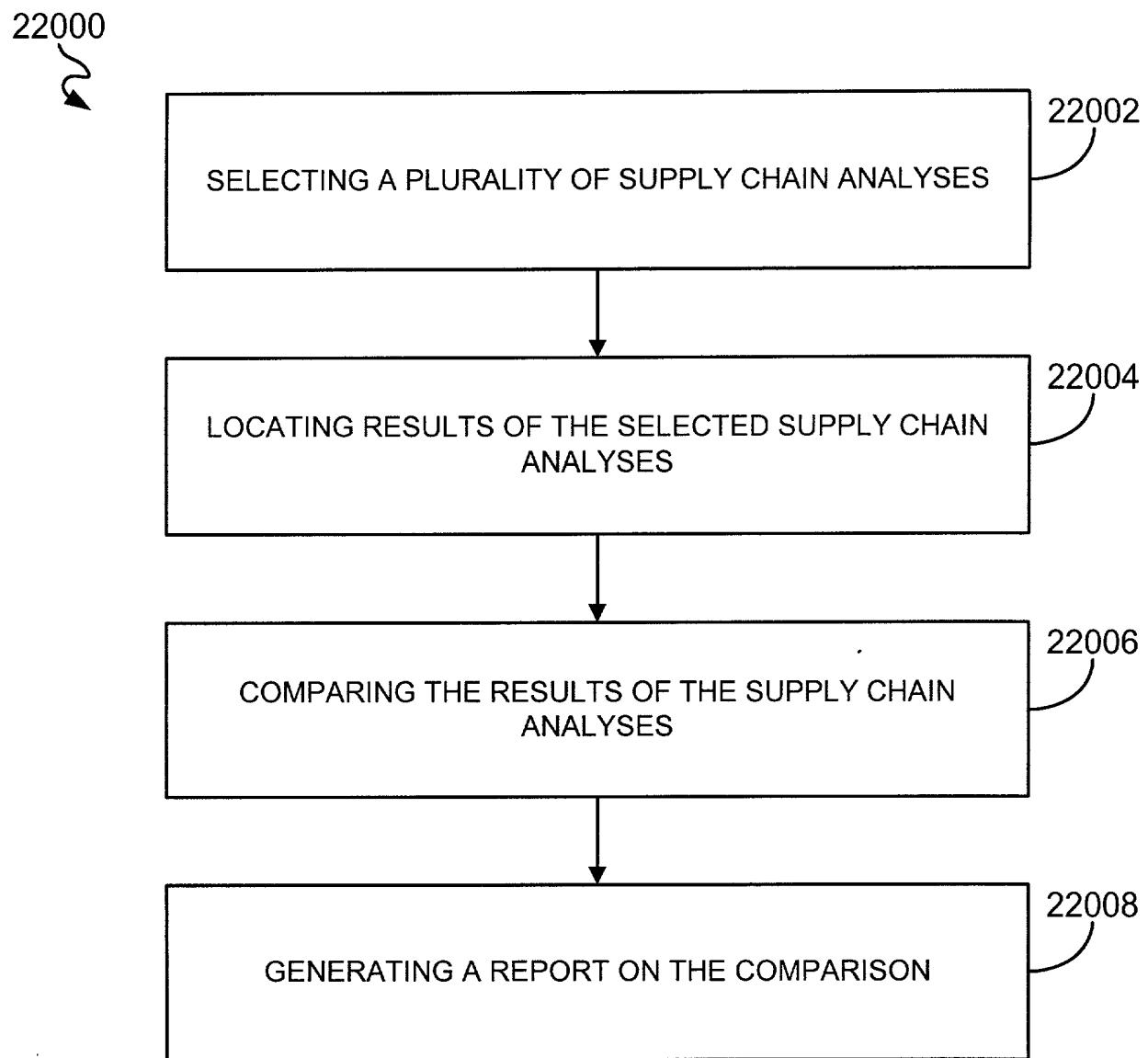
Include Cost Metrics: Yes  No

**FIG. 218**

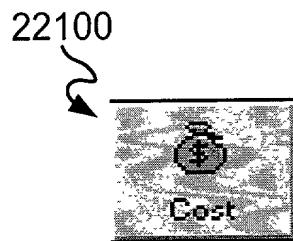
21900



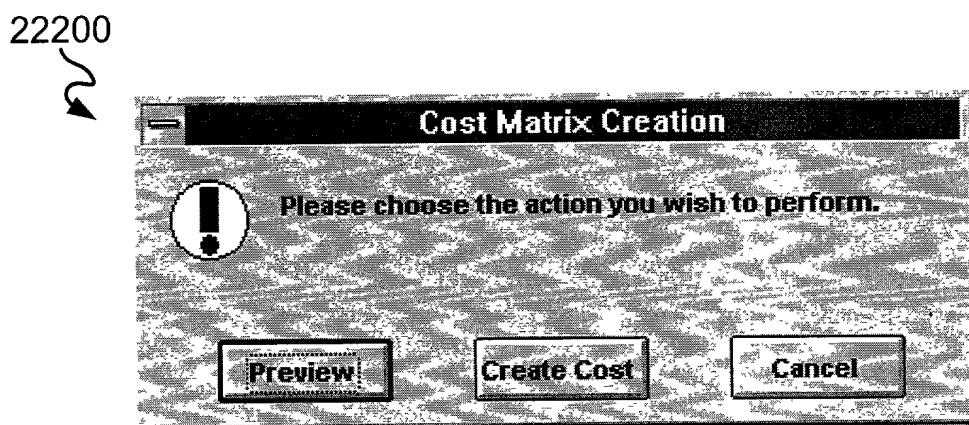
**FIG. 219**



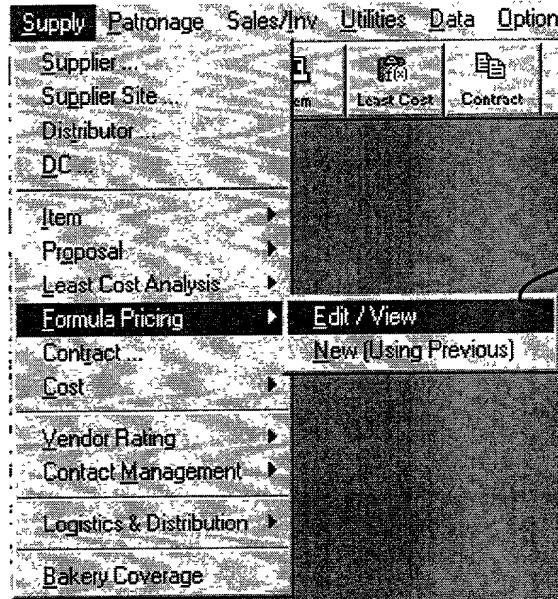
**FIG. 220**



**FIG. 221**



**FIG. 222**



22300

FIG. 223

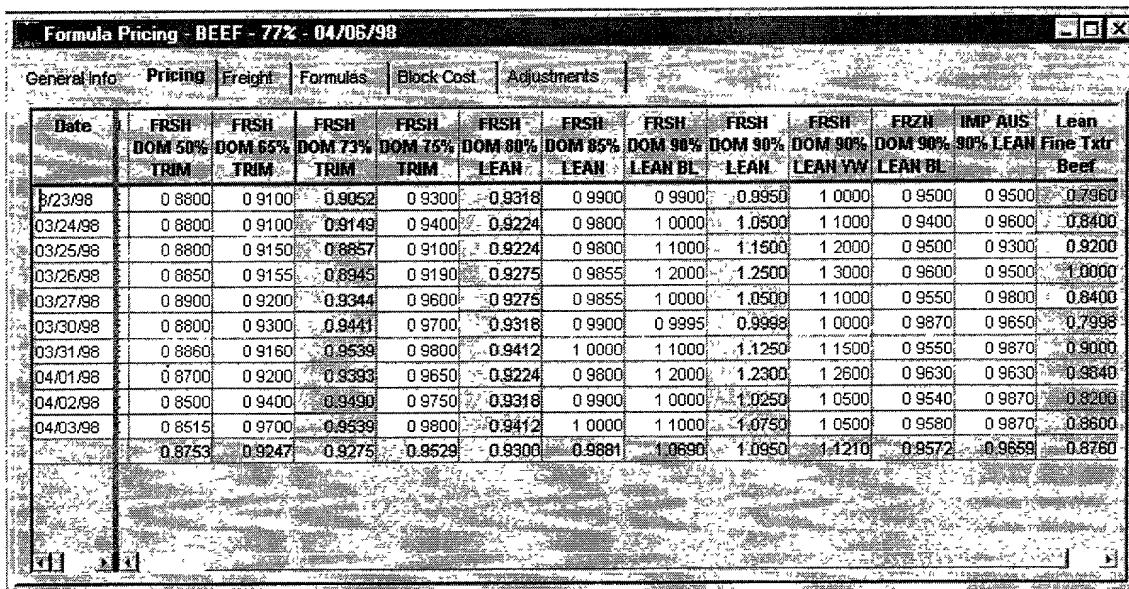
22400

Formula Pricing - BEEF - 77% - 04/06/98

General Info	Pricing	Freight	Formulas	Block Cost	Adjustments
Pricing ID:	12				
Description:	Beef Pricing 04/06/01				
Item:	BEEF - 77%				
Raw Material Pricing Date:	04/06/01	From:	03/23/01	To:	04/03/01
Cost Matrix Begin Date:	03/15/01	End Date:	03/28/01		
FOB Adjustment Amount:	0.0000				

FIG. 224

22500



Date	FRSH	FRSH	FRZN	IMP AUS	Lean						
	DOM 50% TRIM	DOM 65% TRIM	DOM 73% TRIM	DOM 75% TRIM	DOM 80% LEAN	DOM 85% LEAN	DOM 90% LEAN BL	DOM 90% LEAN	DOM 90% LEAN YW	DOM 90% LEAN BL	30% LEAN Fine Txtr Beef
03/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500 0.7850
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600 0.8400
03/25/98	0.8800	0.9150	0.8857	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500	0.9300 0.9200
03/26/98	0.8850	0.9155	0.8943	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600	0.9500 1.0000
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550	0.9800 0.8400
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9998	1.0000	0.9870	0.9650 0.7998
03/31/98	0.8860	0.9160	0.9539	0.9800	0.9412	1.0000	1.1000	1.1250	1.1500	0.9550	0.9870 0.9000
04/01/98	0.8700	0.9200	0.9393	0.9650	0.9224	0.9800	1.2000	1.2300	1.2600	0.9630	0.9630 0.9340
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870 0.8200
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9870 0.8600
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0890	1.0950	1.1210	0.9572	0.9659 0.8760

FIG. 225

22600

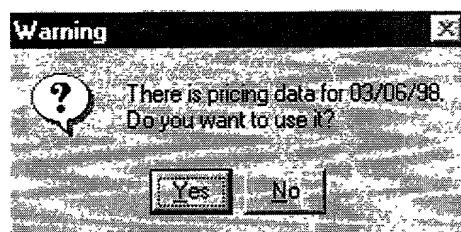


FIG. 226

22700

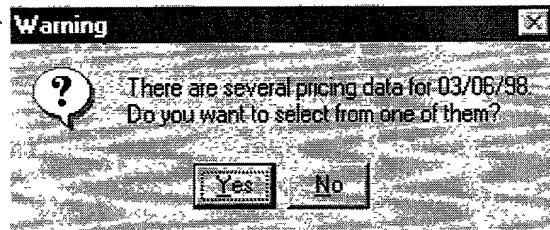
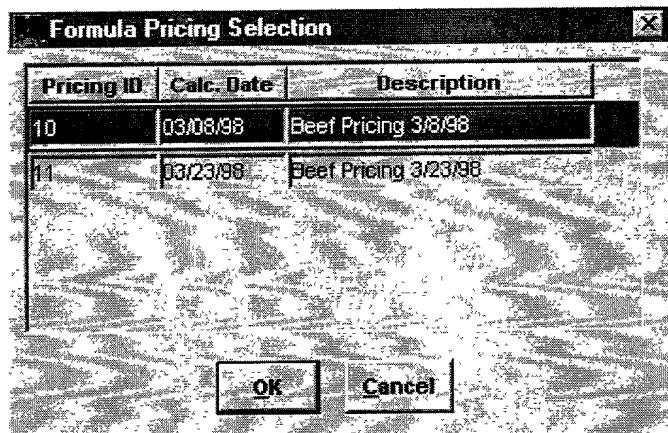


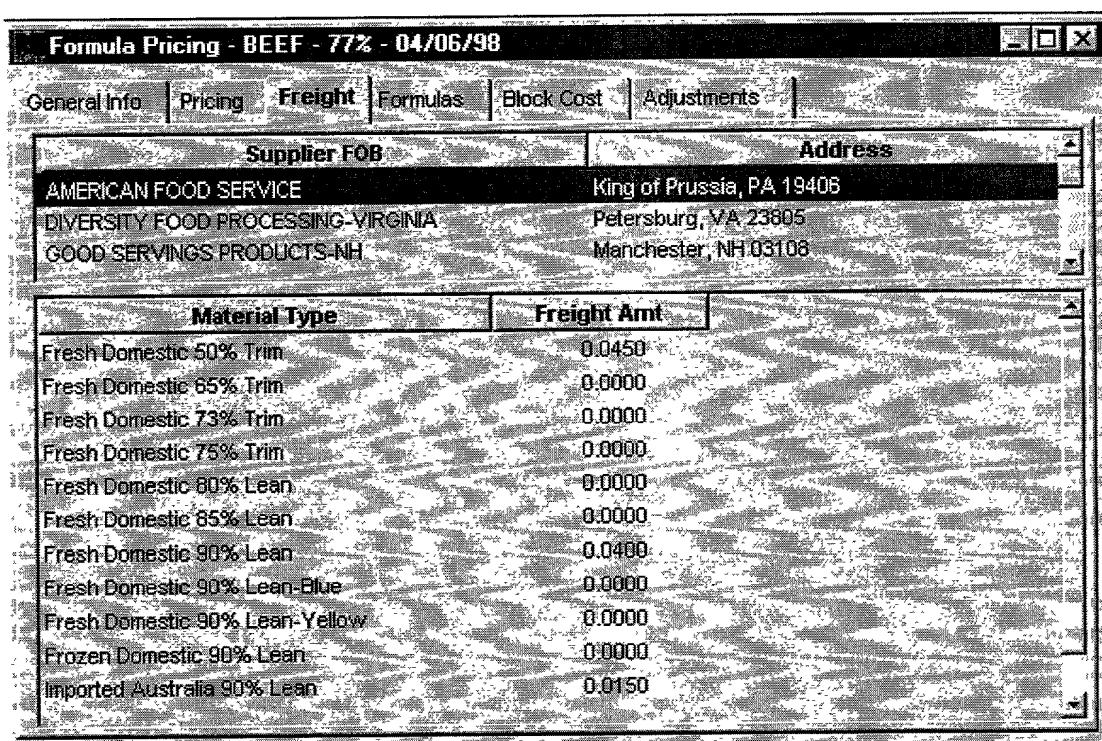
FIG. 227

22800



**FIG. 228**

22900



**FIG. 229**

23000

Formula	FD68TR	Pct.	Cost	FD65TR	Pct.	Cost	FD73TC	Pct.	Cost	FD88LC	Pct.	Cost	FD95LN	Pct.	Cost	FD98LC	Pct.	Cost	IMAU88	Pct.	Cost	LFTB	Total
AFS-1	0.3120	0.2871											0.1880	0.2134	0.4000	0.3924	0.1000	0.0911				0.9849	
DIV-1	0.1400	0.1293	0.2000	0.1543	0.1400	0.1368							0.2000	0.2190	0.3200	0.3139						0.9941	
GS-1	0.3270	0.3042											0.1730	0.1972	0.3600	0.3548	0.1400	0.1303				0.9866	
S&C-1	0.2414	0.2200						0.2179	0.2026	0.2179	0.2153	0.2179	0.3366						0.1050	0.0956	0.9721		
SER-1	0.3250	0.2926											0.1750	0.1951	0.3650	0.3571	0.1350	0.1236				0.9684	
TEX-1	0.3080	0.2768											0.3410	0.3802	0.2500	0.2452	0.1000	0.0996				0.9916	
WH-1	0.3250	0.2958											0.1750	0.1989	0.3650	0.3608	0.1350	0.1230				0.9763	
WIS-1	0.3325	0.2977											0.4675	0.5165	0.1000	0.0986	0.1000	0.0890				1.0018	

FIG. 230

23100

Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?
AFS-1	0.9840	0.99	\$0.9990	0.1232	\$1.1222	
DIV-1	0.9941	0.98	\$1.0123	0.1663	\$1.1792	
GS-1	0.9866	0.98	\$1.0037	0.1287	\$1.1324	
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178	
SER-1	0.9684	0.99	\$0.9831	0.1325	\$1.1156	
TEX-1	0.9916	0.99	\$1.0067	0.1232	\$1.1299	
WH-1	0.9765	0.98	\$0.9939	0.1275	\$1.1214	
WIS-1	1.0018	0.98	\$1.0202	0.1334	\$1.1536	

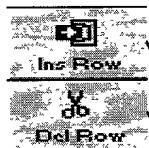
FIG. 231

23200

Formula Pricing - BEEF - 77% - 04/06/98						
General Info	Pricing	Freight	Formulas	Block Cost	Adjustments	
Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9990	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9620	1.0123	0.1669	0.1500	1.3292
GS-1	0.9866	0.9830	1.0037	0.1287	0.0000	1.1324
SBC-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1156
TBX-1	0.9916	0.9850	1.0057	0.1232	0.0000	1.1299

FIG. 232

23400



23300

Inz Row

Dld Row

23302

FIG. 233

FIG. 234



RM Letter

23500

Formula Maintenance			
Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGINIA	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1

Number of Rows: 14

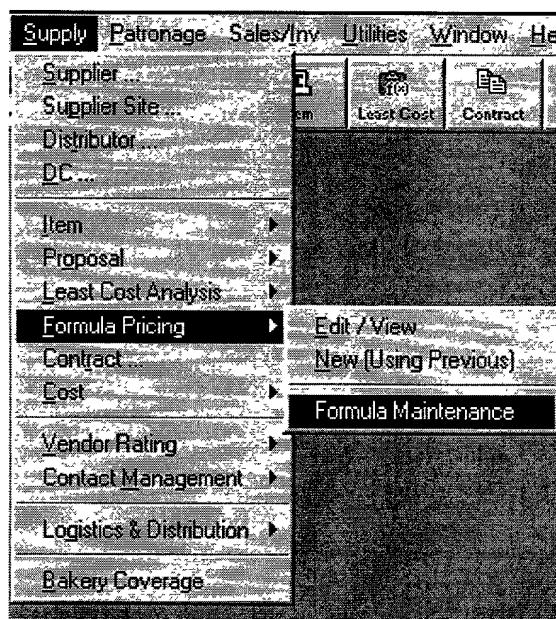
Material Type	Begin Date	Percentage
Fresh Domestic 50% Trim	10/03/1997	31.2000%
Fresh Domestic 73% Trim	10/01/1996	20.0000%
Fresh Domestic 85% Lean	10/01/1997	5.0000%
Fresh Domestic 90% Lean	10/01/1997	18.8000%

Number of Rows: 6

100.0000%

**FIG. 235**

23600



**FIG. 236**